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No. 2666.

MARCH 14, 1931.

Vol. CXIV.



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AND FOR PERSONAL SERVICE

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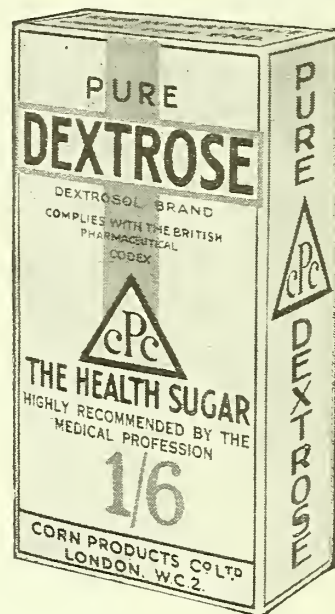
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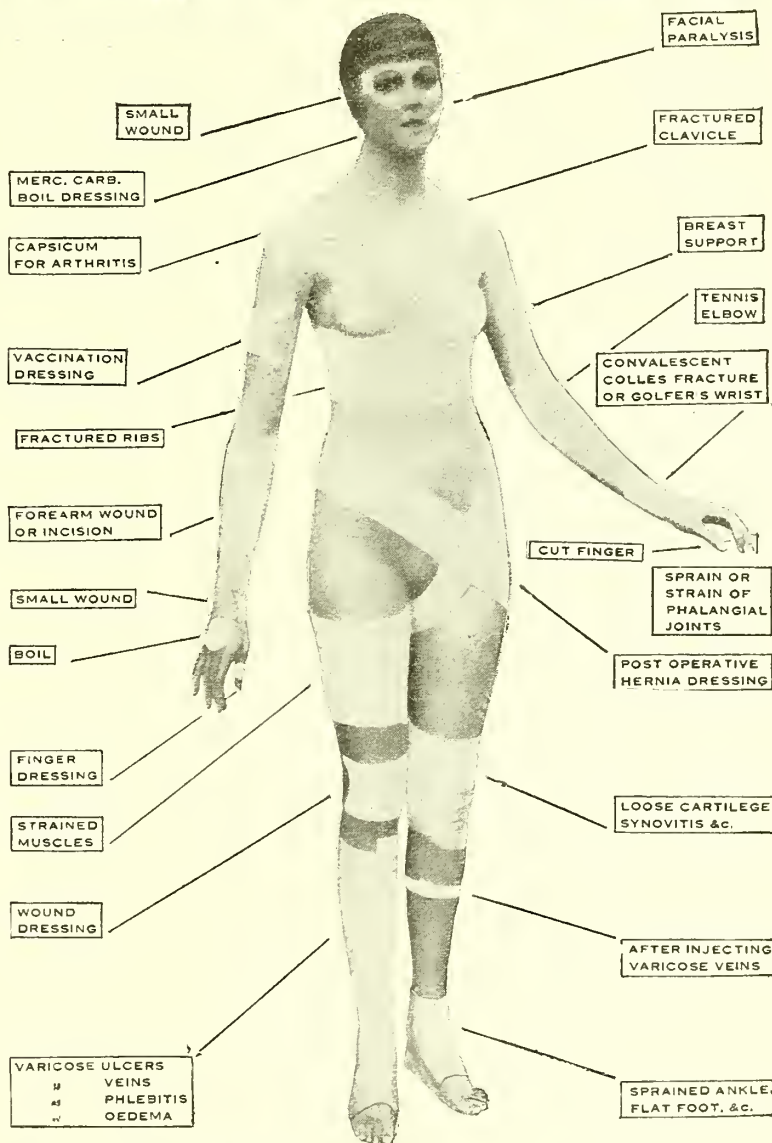
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They will read others too, very soon.
They will want supplies of Kay's.
Have you replenished your stock?
Keep Kay's on your counter and
Kay's will keep on making money
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Order now from your Wholesaler or
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For
30 years
KAY'S
has
conquered
my
colds

MY 11 year old son
about Kay's and Lin seed
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— at the first sign I look for Kay's and a
spoon. Coughs are the danger in a fit and
the discomfort as well. Son of sympathy
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brochures or any other trouble means.
And I don't learn while I wait for Kay's.

KAY'S for coughs
COMPOUND ESSENCE OF LINSEED
"A proven remedy for Adults & Children"—Established 70 years
Of all chemists, 1/3d. 3/- 5/- per bottle

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Telephone : STEETON, 69.

The World-famous
"Butterscotch"
Malt & Oil

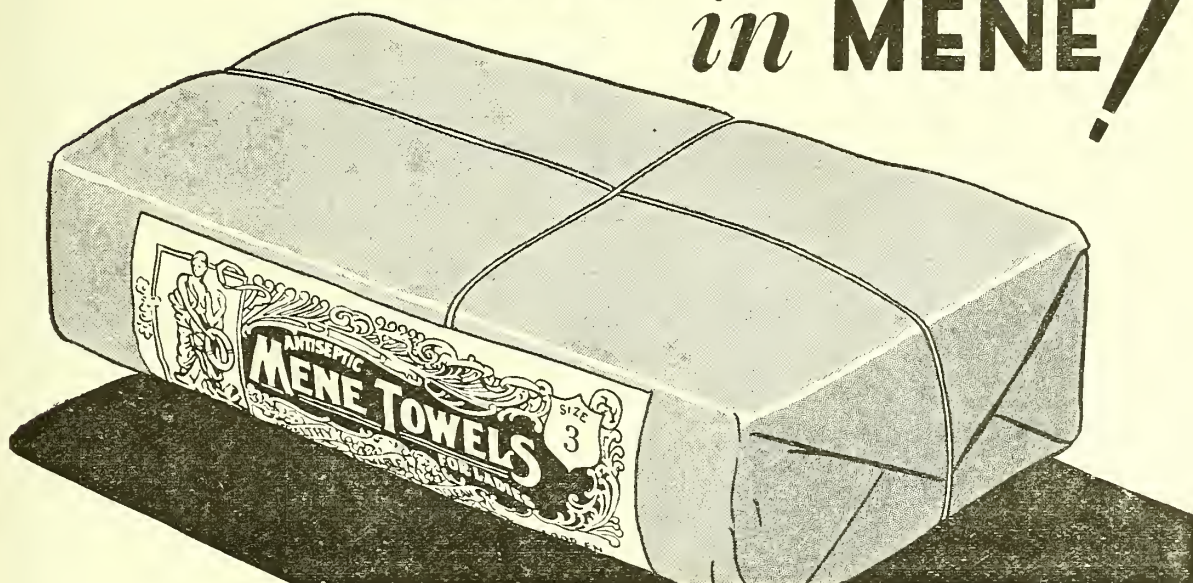
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MORE *profit* FOR YOU *in* MENE!



Facts and figures prove it. In spite of keen competition, the sales of MENE Towels last year established a new record, showing that more and more women and girls are welcoming the super-quality and comfort of this All-British product.

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in the same good taste as the advertisements, are available ... showing passers-by where they can get these super-quality Towels.

That is why you can look forward to a jump in your MENE sales and consequently bigger profits. You can recommend MENE *quality* with confidence ... and be SURE that every sale will bring regular repeat orders in its train. Lists and terms with pleasure. Robinson & Sons, Ltd., Wheat Bridge Mills, Chesterfield.

MENE

The All-British Quality Towel



Well Printed

HOW many printers are there who can handle chemists' specialised printing such as labels, wrappers, cartons, window-bills, etc. with proper appreciation of the requirements of the Trade? Very few.

We have proved to hundreds of chemists, both wholesale and retail, our claim to be "The Chemists' Printers"

We have specialised in this branch of printing for forty years, and by keeping up-to-date in our methods and competitive in price, have achieved a reputation throughout the trade of which we are not a little proud.

We are always ready to give quotations advice and suggestions. If we are not already working for you we respectfully solicit your enquiries and trial orders.

Thomas Waide & Sons Ltd.
CHEMISTS' PRINTERS,
DARLINGTON STREET, LEEDS.

The Williams Special Offer

. . . is a first-class investment

HAVE YOU PLACED YOUR ORDER YET?

Here is WILLIAMS' proposition. You buy Parcel No. 2 (see order form below) for £2 . 15 . 0 and sell it for £4 . 12 . 6. This shows you a clear profit of £1 . 17 . 6 a real inducement to you to co-operate.

A Huge Advertising Campaign— probably bigger than any yet evolved to sell Shaving Preparations, and one which is bound to cause a sensation—positively begins in all the leading national papers on Tuesday, April 14th. WILLIAMS are spending a vast amount of money during the run of the Special Offer, and this undoubtedly will create a demand for the Combination Package . . . your customers will expect you to supply the Combination Package when they ask for it.

TO THE PUBLIC . . .
WILLIAMS' OFFER

3/- worth of Shaving Luxury for **1/6**

This comprises

1 large size 1/6 Tube of Williams Shaving Cream
1 full size 1/6 Bottle of Williams Aqua-Velva*

★ Aqua-Velva is an after-shaving preparation. It is an entirely new line; you are not asked to give away something you are already selling.

This offer is as straight as a die to both Public and Trade alike. There are no snags in it: it gives you a chance to make money. . . Don't miss it!



USE THIS ORDER FORM.

Fill it in, cut it out and post it TO-DAY to W. H. THOMAS, 50/52 UNION STREET, LONDON, S.E.1.

PARCEL No. 1 (Strike out if not required).

3 DOZEN Combination Packages, each containing:—
ONE 1/6 Williams Luxury Shaving Cream.
ONE 1/6 Aqua-Velva.

For delivery prior to
April 14th.

Nett Cost 36/-
(No Bonus)

PARCEL No. 2 (Strike out if not required).

3 DOZEN Combination Packages (as Parcel No. 1)
for delivery prior to April 14th. Nett cost, 36/-

ONE DOZ. 6d.	Williams Luxury	} 19/- Nett Cost
ONE DOZ. 1/6	Shaving Cream.	
1 DOZ. 1/6	Williams Aqua-Velva	
PLUS		
ONE DOZ. Williams 10d.		
Shaving Sticks FREE		

*For Delivery
June 1st to 10th.

Total Nett Cost
55/-

Please Forward Parcel No. _____ Also strike out above
parcel not required.

Signature _____

Address _____

Date _____

NOTE. If it is your intention to buy from your wholesaler, the Combination Package only (not Parcel No. 2) may be bought at 13/6 a Dozen. But whether you order through the wholesaler or direct, ORDER NOW, AND AVOID DISAPPOINTMENT.

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MODERN TRANSPORT *for* UP-TO-DATE BUSINESS!



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£9 10s. cash

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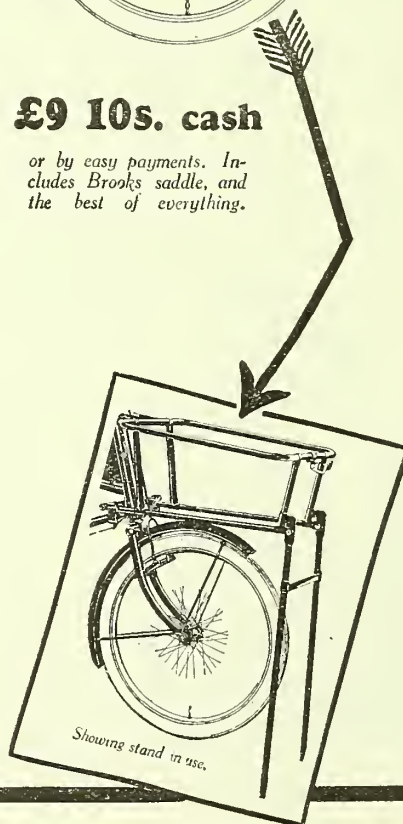
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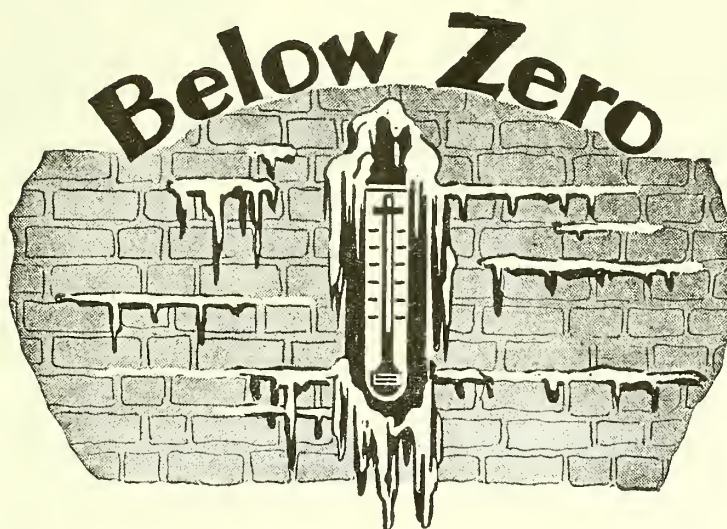
The Raleigh is the only carrier cycle in the world built entirely of steel and guaranteed for ever. Its great strength is proof against the most irresponsible handling and it is by far the cheapest in the end.

Send for details and address of nearest agent

THE RALEIGH CYCLE CO., LD., NOTTINGHAM



Maw's Page



When the thermometer is well below zero and your customers come into your pharmacy blue with cold, when warmth and comfort seem to them the most desirable things on earth, and their minds are ready for the suggestion, it's then that you want to tell them of the "Parex" Hot Water Bottle.

And you don't have to seek for a means of introducing the "Parex" Bottle. Let it tell its own story. Put it on your counter and in your window, or hang it in some convenient position in the pharmacy and the bottle in its attractive jacket will speak for itself.

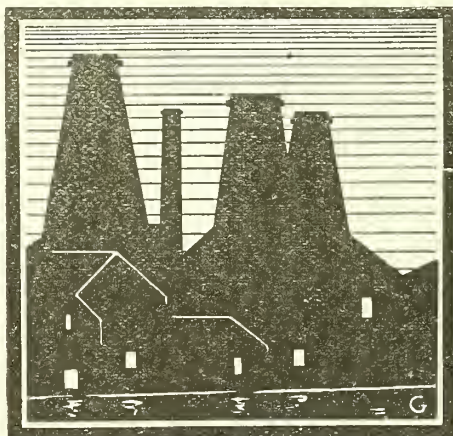
That's one of the great advantages of the "Parex" Bottle—it acts as its own showcard, saving you trouble and expense in displays. Of course, it has many others: its powerful selling points, including the printed guarantee; the attractive showcards; the substantial profit secured on every sale and the fact that it is sold to pharmacists only.

Remember the "Parex" Bottle is a sound article commanding a good price and yielding a generous profit. It makes hot-water bottle business worth while. It is worth a thousand cut-price bottles.

Stock it - Show it - Sell it.

S. Maw, Son & Sons, Ltd.,
Aldersgate St., London,
and Barnet.





PHARMACEUTICAL GLASSWARE of all kinds

DISPENSING BOTTLES
CHEMISTS' SHOP BOTTLES
INFANTS' FEEDING BOTTLES
SOXHLET BOTTLES
EYEBATHS

**Designers & Manufacturers
of Glassware for Perfumes,
Cosmetics and Bath Salts**

SPRINKLER NECK BOTTLES
WHITE OPAL and FROSTED
GLASSWARE

*All our Manufacture is
of the Highest Quality*

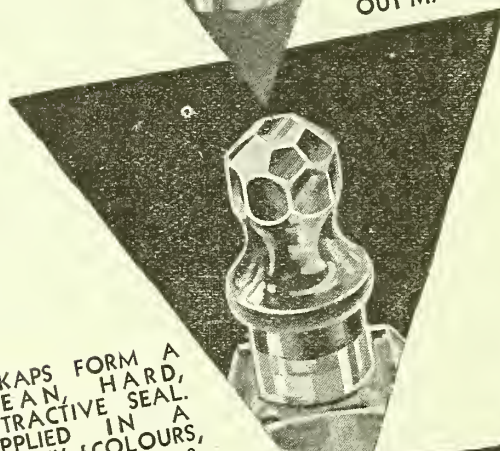
WOOD BROS. GLASS Co.
LIMITED

(ESTABLISHED 1828)

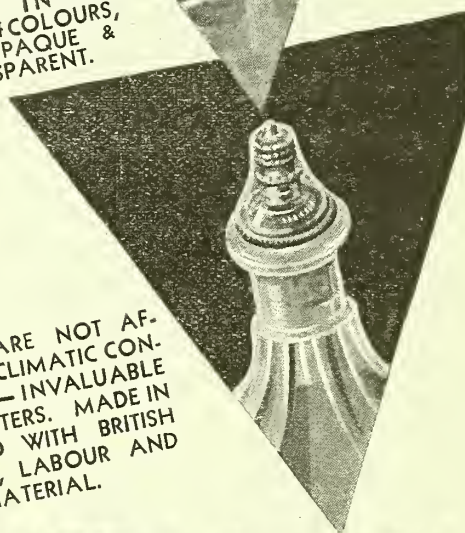
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A SECOND WITH-
OUT MACHINERY.



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Evans'

"ELITE" SERIES of HIGH-CLASS TOILET PREPARATIONS



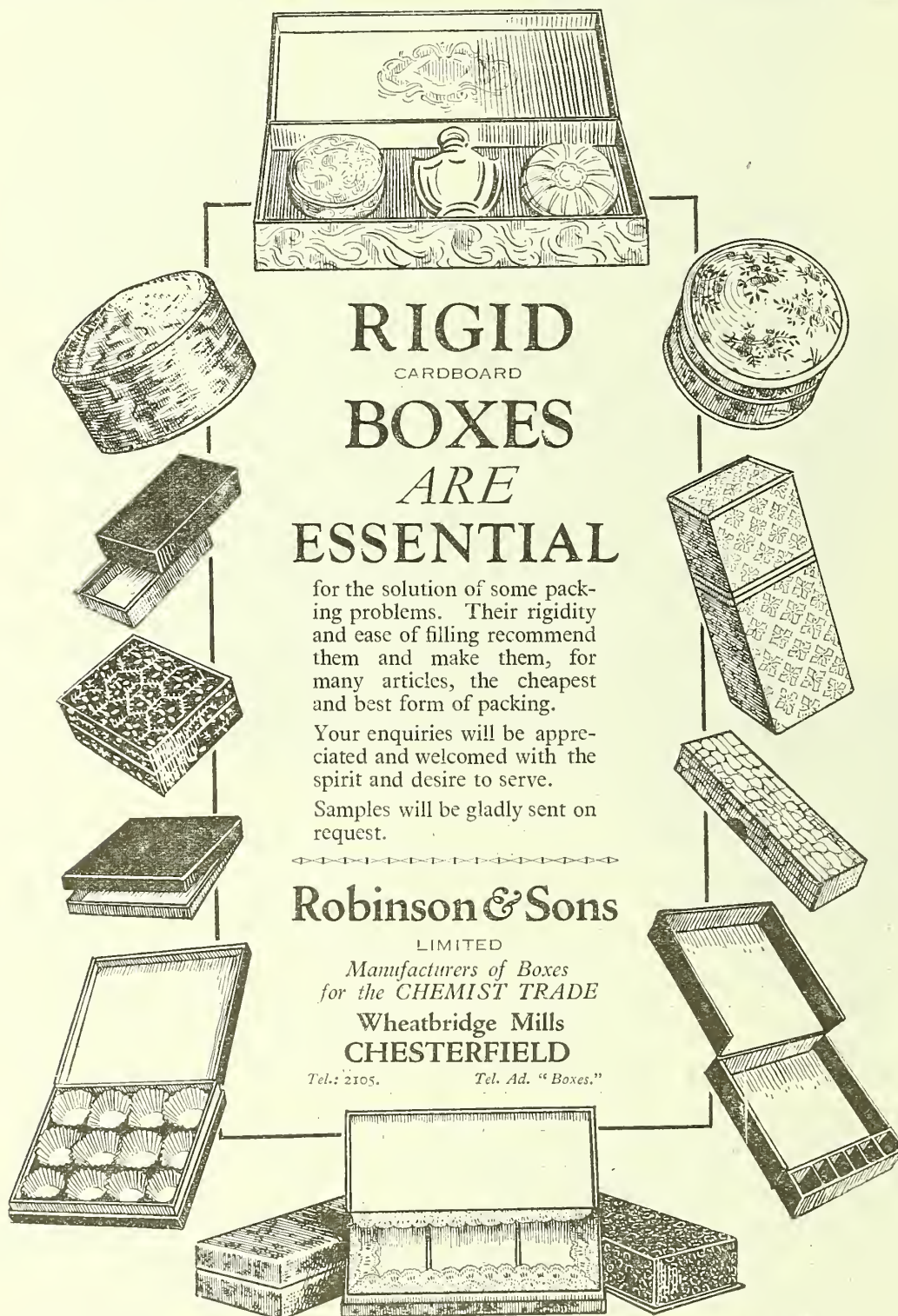
NEW PRICES FOR 1931

In distinctly superior quality bottles of elegant design, with gilt screw caps and superb labels. They are wrapped in cellophane, and make an extremely high-class product for the Pharmacy.

	Size.	Doz.	6-doz.		Size.	Doz.	6-doz.
Almond & Honey Cream	2-oz.	6/3	6/-	Hair Setting Lotion			
" " "	4-oz.	8/6	8/2	(green) for permanent			
Bath Salt, in fancy jar,				wave	2-oz.	10/6	10/-
with gilt cap, and in				" " "	4-oz.	16/6	15/9
elegant outer	1-lb.	21/-	20/-	Jaborandi Hair Tonic..	2-oz.	5/9	5/6
Bay Rum	2-oz.	5/6	5/3	containing Bay Rum,			
" "	4-oz.	7/3	7/-	Quinine and Cantharidine.			
Bay Rum & Cantharidine	2-oz.	5/9	5/6	" "	4-oz.	7/9	7/4
" " "	4-oz.	7/9	7/4	Lavender Water, Super	1-oz.	18/-	17/3
Brilliantine (No. 26)				" " "	2-oz.	32/-	30/6
exquisitely perfumed	2-oz.	10/-	9/6	" " "	4-oz.	57/-	55/-
" " "	4-oz.	17/-	16/3	Medicated Pine Tar			
" Surfine (No. 6)	1-oz.	4/-	3/9	Shampoo ..	2-oz.	7/-	6/8
" " "	2-oz.	6/-	5/9	" "	4-oz.	10/6	10/-
" " "	4-oz.	8/6	8/2	Sunburn Cream ..	2-oz.	6/3	6/-
Eau de Cologne, Super	1-oz.	18/-	17/3	" "	4-oz.	8/6	8/2
" " " "	2-oz.	32/-	30/6	Toilet Paraffin ..	2-oz.	6/-	5/9
" " " "	4-oz.	57/-	55/-	" " "	4-oz.	8/6	8/2
Hair Cream & Fixative				Violet Oil	2-oz.	7/-	6/8
(Oily and Non-Oily)	2-oz.	6/-	5/9	" " "	4-oz.	10/6	10/-
" " "	4-oz.	8/6	8/2				

EVANS SONS LESCHER & WEBB Ltd.

ROBINSONS of CHESTERFIELD for CARDBOARD BOXES



RIGID
CARDBOARD
BOXES
ARE
ESSENTIAL

for the solution of some packing problems. Their rigidity and ease of filling recommend them and make them, for many articles, the cheapest and best form of packing.

Your enquiries will be appreciated and welcomed with the spirit and desire to serve.

Samples will be gladly sent on request.

Robinson & Sons
LIMITED
*Manufacturers of Boxes
for the CHEMIST TRADE*
Wheatbridge Mills
CHESTERFIELD
Tel.: 2105. Tel. Ad. "Boxes."

ROBINSONS of CHESTERFIELD for CARDBOARD BOXES

WE WANT YOU TO DISPLAY IT MAY WE THEREFORE PAY YOU?

Wherever you read Ayrtton's advertisement you will find an understanding appreciation of the chemist's point of view. His window is his best salesman and Ayrtton's see to it that the chemist gets fine display matter for nearly every line. But the chemist pays rent for his pharmacy which includes the window. When, therefore, Ayrtton's make the suggestion that a particular item be given particular display they fairly and squarely suggest "standing their corner."

SPECIAL BONUS OFFER



With all 3-dozen orders for famed "HIBISCUS" items, received up to closing time on April 11th, 1931, we will send gratis three 1/3 size "Cremosan" selling at 1/3 stamped. These gift packages will be effectively displayed on sales card.

"Cremosan" is an ointment used for the worst forms of skin affections and has a wonderful reputation in all Tropical Countries for which it was specially produced. Ayrtton's recently have made "Cremosan" available for sale in the U.K., with most successful results. Retail 1/3 per cartoned tin. Trade price, stamped per doz. 9/-.

"HIBISCUS" HAIR CREAM FOR THE WELL-GROOMED MAN.

A bottle which invites a shake.
Non-oily, with oil, or extra oil.

"HIBISCUS" PINE TAR SHAMPOO

A vast improvement on any powder.

"HIBISCUS" BAY RUM & CANTHARIDES

A famous Ayrtton product, beautifully presented in the "Hibiscus" mode.

UNIFORM RETAIL

1/3

per dozen - - 9/-
3 dozen - - @ 8/9
with bonus of three
1/3 size "CREMO-
SAN" as above.

**AYRTON
SAUNDERS
& CO. LTD.
LIVERPOOL**



Eucryl



Eucryl for you

The Dentifrice that leads to Larger Profits

Ensure for yourself the benefit of the generous terms that the Makers offer by keeping a plentiful stock of all Eucryl Products—Products that have been in continuous demand for over 30 years

Buy on Window display Terms and 30 days' credit and get—

PROFIT ON SELLING PRICE 43%
PROFIT ON BUYING PRICE 75%

Buy on Window Display Terms and send Cash with Order and get—

PROFIT ON SELLING PRICE 46.6%
PROFIT ON BUYING PRICE 87.5%

EUCRYL

DENTIFRICES

Send coupon below for illustrated price list and details of Eucryl Bonus Terms and ask for new Window Display Material C.D.I

NAME _____

ADDRESS _____

EUCRYL LIMITED, SOUTHAMPTON.

SHEFFIELD **AMO** STEEL
RAZOR & BLADES
SHAVING PRODUCTS
"MAKE SHAVING A PLEASURE"

A
AMO
O
SEND
FOR

SHAVING IS A
NECESSARY MEASURE
FREE SAMPLES

AND MAKE IT A PLEASURE

SEND POSTCARD FOR SAMPLES

& BONUS TERMS

A
AMO
O

AMO SAFETY RAZOR BLADE CO., LTD.,
BROAD STREET HOUSE, LONDON, E.C.2

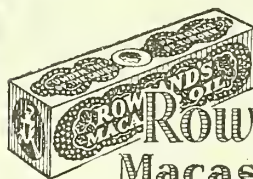
'Phone : Avenue 8846

'Grams : "Uzecarnos London"

For 137 years

Rowland's Macassar Oil has been a favourite dressing for the hair. It keeps the hair healthy, and prevents the encroachment of greyness and baldness.

Of all Wholesalers.



RETAIL,
3/6, 7/- & 10/6
P.A.T.A.

Rowland's
Macassar Oil

Red for
dark hair
Golden
for fair or
grey hair

A. ROWLAND & SONS, Ltd., 112 Guilford St., London, W.C.1

OVER

This Profit on your outlay is guaranteed to you by

53% !!

The FLEET Blade



A Sheffield
Product from the
Molten Steel to the
Finished Blade.

Retails at 3 for 7½d.

Liberal trade-making samples
given to new stockists.

Bonus offered for Window
Displays.

Sample and terms from sole makers :—

DOMINION STEEL CORPORATION, Ltd.
Fleet Works, Queen's Road, SHEFFIELD.

STOCK these QUICK-SELLING lines on

GUARANTEED SALE TERMS

Your customer requires no persuasion after he has once given our preparations a trial. He then KNOWS they are just what he

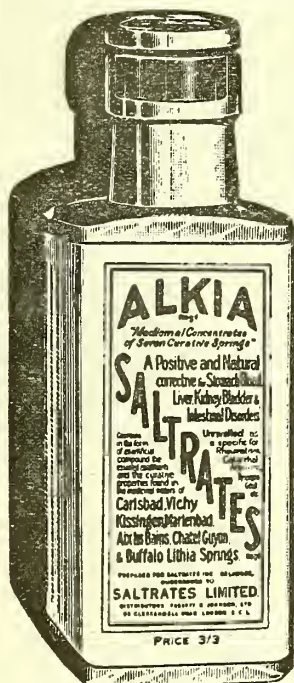
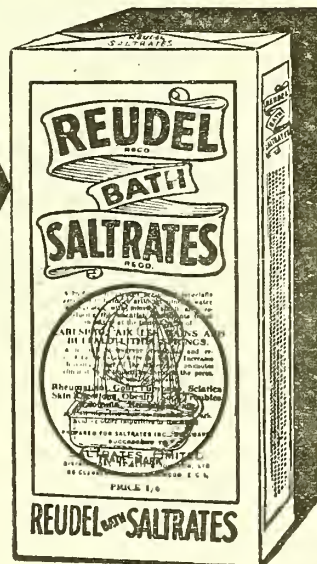
wants and is interested in no others. In other words—after you make the first sale these goods go on selling themselves.

REUDEL BATH SALTRATES

The best selling and most fragrant, refreshing, beneficial and all-round satisfactory preparation for the bath—especially recommended for

Corns and all Foot Troubles, Rheumatic Pains, etc.

Sells at 1/6 and 2/6 (P.A.T.A.)



ALKIA SALTRATES

The most efficient Saline on the market and the best value for the money. Pleasant tasting and always satisfies the user. Widely advertised for Rheumatism, Gout, Sciatica, or any Liver, Kidney, Stomach, Intestinal or Blood Disorders, Catarrhal Affections, etc.

Sells at 3/3 (P.A.T.A.)

Carriage paid in Free Cases in United Kingdom on orders for three dozen, which may be assorted.

Showcards of strong selling power sent free on request.
Write for our Special Terms for Window Display.

DISTRIBUTORS FOR GREAT BRITAIN:

FASSETT & JOHNSON, LTD., 86, CLERKENWELL ROAD, LONDON, E.C.1.

Australasia—36-40 Chalmers St., SYDNEY, N.S.W.

South Africa—15 Bree St., CAPE TOWN.



The Brushes are made in nine models, retailing from 3/6 to 18/6, all subject to generous discounts giving you a substantial living profit. Can be supplied through your usual wholesaler.

THE "MASON PEARSON" is the only PERFECT Hair-brush made and sold to-day; the reason being that the only perfect hair-brushing material—the black unbleached bristle of the Wild Boar—is used in its making.

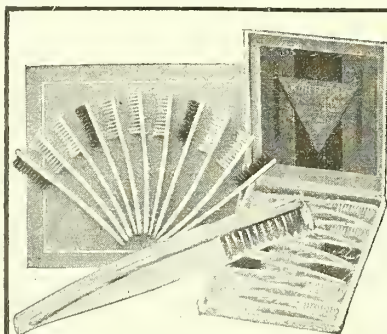
There is no disputing the fact that the "MASON PEARSON" brushes much more quickly than ANY OTHER brush; it brushes more efficiently; it cleanses the scalp more gently and thoroughly; it improves the general attractiveness of the Hair, and keeps it at its best. No hair-brush can do more than this.

By selling the "MASON PEARSON" Hair-Brush you enhance your own professional reputation through its good qualities.

MASON PEARSON HAIR-BRUSH

MASON PEARSON SELLING AGENCY LTD.

59 NEW OXFORD STREET, LONDON, W.C.1



THE
"STATIC"
TOOTH
BRUSH

BONE HANDLES
WHITE,
UNBLEACHED,
OR BLACK
BRISTLES

6/6 per doz.

From all wholesalers

MANUFACTURERS:

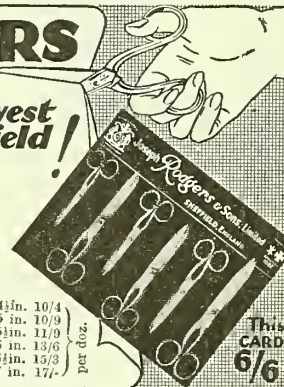
W.R. SPEER & SON, 215 Dalston Lane, E.8

ESTD. 100 YEARS

RODGERS
QUALITY
—and the lowest
price in Sheffield!

Rodgers Scissors have always sold on quality, now they sell on price as well. The card illustrated costs you 6/6 and the scissors sell at prices ranging from 1/4 to 2/2, showing you a net profit of 3/3 per card. They are being widely advertised in Daily and Women's Papers under the slogan, "What! Rodgers' quality at that price!"

Order Card No. E. 7174/C.D., and see how the scissors sell themselves.
Joseph Rodgers & Sons, Ltd.
Cutlery to His Majesty,
SHEFFIELD.



THIS CARD 6/6

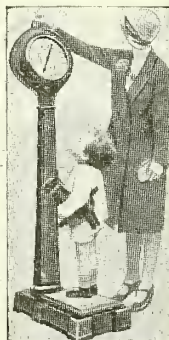
G. B. KENT & SONS, LTD.

Are known the World over as
the Largest Manufacturers of

BEST
BRITISH
BRUSHES

Please write for full Particulars to:—

75 FARRINGDON ROAD, E.C.1.



Let the "GEM"
make money for you

Write for particulars and
name of local agent to the
manufacturers:—

THE GEM
AUTOMATIC WEIGHING
MACHINE COMPANY
LIMITED

46 NEW CITY ROAD
GLASGOW C.4

All for  Beauty



Beauty Preparations that make life-long friends—of retailers and customers alike

Wherever they go, the Harriet Hubbard Ayer preparations make happy and satisfied friends. Long famous in America, they have taken less than three short years to make a name for themselves among discriminating British women—to be stocked by every important retailer throughout the country.

This astonishing success is undoubtedly due to two things. First, the fact that each preparation fulfils more than one function—the favourite, Luxuria, for instance, combining the virtues of a cleanser, bleacher and skin food. Secondly—the extensive and judicious advertising which appears constantly in all the fashionable periodicals, and in the national press.

If you would share in the rapidly increasing demand, now is the moment to take up the Harriet Hubbard Ayer Preparations.

Write to Harriet Hubbard Ayer Ltd., 130 Regent Street, W.1., for a full catalogue and terms. Or, better still, call and see our spacious new showrooms, and receive all particulars personally.

The retail prices for the famous Luxuria Cream are 2/3, 4/6, 8/6, 11/9.

HARRIET HUBBARD AYER
LTD

Beauty Preparations

NEW YORK

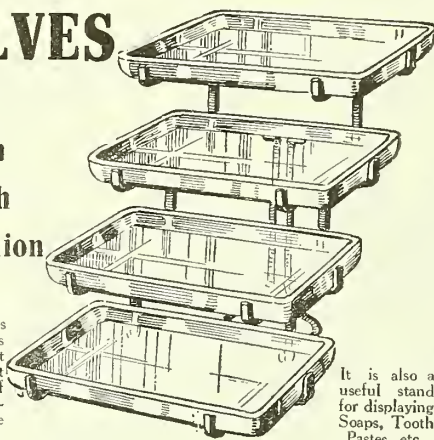
LONDON

PARIS

SOLVES

the
Tooth
Brush
Question

Tooth Brushes have always been a difficult line to serve, but with the aid of this stand customers can serve themselves.



It is also a useful stand for displaying Soaps, Tooth Pastes, etc.

No. C.S.F. 2851—Very attractive COUNTER DISPLAY STAND. Constructed of mild steel finished silver colour and complete with four clear glass trays, size $11\frac{1}{2} \times 7 \times 1$ in. Each tray is slightly sloped, rendering the goods easy to see and to select from. The overall height is $15\frac{1}{2}$ in., width 12 in., back to front 15 in.

22/6 each complete

Send for a copy of our new illustrated 48 page list No. CD 1180 free on request.

DUDLEY & COMPANY, LTD.
451 HOLLOWAY ROAD, LONDON, N.7

City Showrooms: 65-66 Fore Street, E.C.

WESTMINSTER COLLEGE OF PHARMACY.

WILLS' UNIVERSAL POSTAL SYSTEM

FEES (GT. BRITAIN & N. IRELAND).

PRELIMINARY SCIENTIFIC COURSE	£1 10
QUALIFYING COURSE	£1 10
APOTHECARIES' HALL COURSE	£11 6

POSTAL COURSE PROSPECTUS POST FREE

from The Secretary,

190 CLAPHAM ROAD, S.W.9.

LONDON COLLEGE OF PHARMACY

(Founded by H. Wootton, B.Sc.) C. W. Gosling, Ph.C.
Principal: IRVINE G. RANKIN, B.Sc., Ph.C.

SPECIALISTS IN TRAINING PHARMACISTS.

NEXT 6 MONTHS' PRELIMINARY SCIENTIFIC commences April 8th for September Examination.

NEXT 3 MONTHS' REVISION COURSES
P. S. and C. & D. commence April 8th.

PREPARATORY POSTAL STUDIES available at all times.

Apply—The Principal, 361 Clapham Road, S.W.9

MANY SUCCESSES IN THE EXAMINATIONS
Your Opportunity to

QUALIFY IN OPTICS

PRACTICAL WORK. Students taking the course may receive personal tuition in the practical work AT ANY TIME DURING THE COURSE.

Expert Tuition for the SIGHT-TESTING DIPLOMAS of the Worshipful Company of Spectacle Makers (F.S.M.C.); the British Optical Association (B.O.A.); the National Association of Opticians (N.A.O.); or the College of Optics (F.C.O.).

Write for full particulars—

C. A. SCURR, M.P.S. F.S.M.C. F.B.O.A. F.N.A.O. B.Sc. F.I.O. F.C.O.
50 HIGH STREET, BARNET, LONDON, N.
S.A. Representative: E. E. G. WOOLLEY, F.S.M.C., M.P.S., P.O. Box 1769
Durban.
N.Z. Representative: R. C. AITCHISON, Box 158 PALMERSTON, North.

THE SOUTH OF ENGLAND COLLEGE OF PHARMACY

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Principal—H. LUCAS, Ph.C., F.C.S.

assisted by a fully qualified and efficient staff.

REVISION COURSES for Parts I and II start on April 8 for the July Examination. Fees 10 guineas.

NEW FULL TIME Courses will commence on October 8 and entries are now being booked; Part I 6 months, 20 guineas; Part II 9 months, 30 guineas.

The "ONCE-A-WEEK" class for Part I is held each Wednesday from 2-9 p.m. (with tea interval), for students in business in and around London.

Fees from one guinea per term.

For all particulars apply THE PRINCIPAL.

The Supplementary Examinations

A special course of instruction by correspondence, *via voce*, and practical work for the Supplemental Examinations of the S.M.C. and N.A.O. Fellows of the B.O.A. and S.M.C. should take the Supplemental N.A.O. Full syllabus and time table to suit individual requirements. 100% passes at the first attempt in the Supplemental Examinations extending over 3 years.

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COMPLETE TRAINING for the SIGHT-TESTING OPTICIAN

Full-time and Part-time Courses, Clinical Classes, &c., under the personal direction of the Principal, assisted by Mr. Geo. Colebrook, F.B.O.A. (Hons.), F.S.M.C. (Master's prizeman), and Mr. E. W. Woodruff, B.Sc., F.B.O.A. (Hons.).

The College is provisionally recognised by the Council of the B.O.A., in connection with the new regulations of that Association.

For full particulars apply to the Principal.

Dr. MAX COQUE, B.Sc.

Fern Lodge, 20a Grove Road, Brixton Road, S.W.9

Telephone: Reliance 3677.



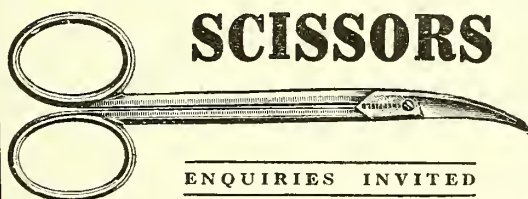
IN response to our Advertisement which appeared in last week's issue, we have to thank our many friends for their co-operation.

Our advertising campaign commences on the 15th March in the "Sunday Express," 18th in the "Daily Sketch," and 21st in the "Daily Mirror" and numerous Magazines, informing the public that they can apply to you for free Samples of our Face Powder and Blush Rouge.

In order to reap the advantage of this and not disappoint your Customers, write immediately for Samples which will be delivered to you FREE of all charges.

PLEASE REMEMBER THAT OUR SPECIAL REDUCED PRICES TO THE TRADE ARE IN OPERATION

GLADYS COOPER'S BEAUTY PREPARATIONS (LONDON) Ltd., 121a HAMPSTEAD ROAD, LONDON, N.W.



SCISSORS

ENQUIRIES INVITED

GILL, HERBERT & CO., Ltd.

CUTLERY MANUFACTURERS,
Wheeldon Street, SHEFFIELD

CELLOPHANE

The ideal **transparent** wrapping, **absolutely** harmless, air and grease proof, as used by all the leading Perfumers, Soap Manufacturers etc., etc., for wrapping Soaps, Drugs, Tablets Bath Crystals, Perfumery, Surgical Dressings, Sponges, Puffs, Soothers, Tooth Brushes and all Articles of Toilet.

Cellophane can be had in sheets, all sizes and colours; also in the shape of **Bags, Discs, Envelopes**, printed or not, allowing the contents to be seen by transparency.

Cellophane wrapped goods look better—keep better—sell better.

Cellophane protects, beautifies, and adds the quality touch.

Prices, Samples and Particulars from

The **CELLOPHANE COMPANY LTD.**
7, 8 and 9 Bird Street, LONDON, W.1

Also 305-7 PRODUCE EXCHANGE, MANCHESTER
35 MILLER STREET, GLASGOW

HELLO! EVERYBODY!



Old Man Wanie speaking—just done 10 days' work, and still 'keen' for more!

Sell WANIE

THE BLADE THAT LASTS.
8/- per gross FREE SAMPLE ON REQUEST
Dept. C.D., WANIE DISTRIBUTING CO.
89 Aldgate High Street, E.C.3.

Irish Free State Agents:
Messrs. W. A. FREEDMAN & CO.,
21 Merchant's Quay, DUBLIN.

SCREW CAP CONTAINERS ALL PAPER

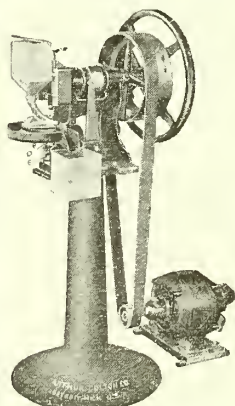


PACKS (1925) LTD., Feltham, Middlesex

TELEPHONES: FELTHAM 232-233

TABLET MACHINES

The illustrations show two of the many models made by the Arthur Colton Company. Built on sound scientific principles, they embody the most up-to-date requirements for the production of compressed tablets.

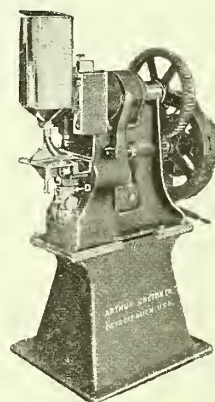


A full range of machines is available for tablets of all sizes from $\frac{1}{8}$ to 2 ins. diameter and

Outputs from 100 to 1500 tablets per minute.

PUNCHES of special design with cut-in or raised lettering can be supplied when desired.

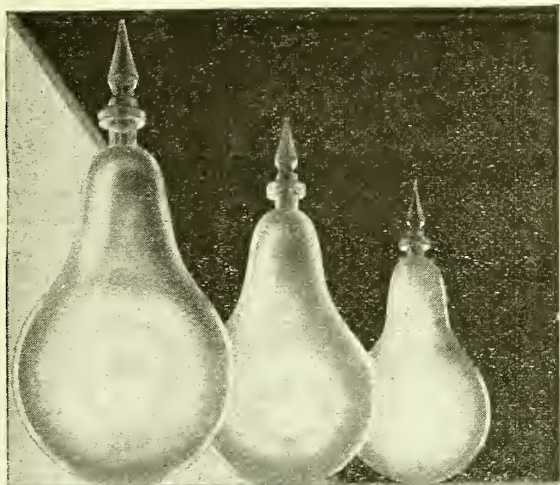
Write for copy of new catalogue shortly to be issued



SOLE BRITISH AGENTS

GRIFFIN & TATLOCK, LTD.

KEMBLE STREET, KINGSWAY :: :: LONDON, W.C.2



**—LIGHTS
OLD and NEW**

THE old symbolic coloured lights survive here and there, but the modern Chemist is alive to the selling value of *abundant and glareless* light and insists upon using—

**COSMOS
Pearl
LAMPS**

METROPOLITAN-VICKERS ELECTRICAL CO., LTD.
Trafford Park, MANCHESTER.

THRIFT

MADE EASY BY MEANS OF A
MONTHLY INVESTMENT
SCHEME.

Write for Booklet showing what
£1 per month will secure.

CLERICAL,
MEDICAL,
& GENERAL
LIFE ASSURANCE
SOCIETY

15 St. James's Sq., London, S.W. 1

The Society which has just
Distributed More Than
£1,000,000

amongst Policyholders as Profits
earned during the last 4½ years
and has already put to Reserve

A FURTHER
£576,000

for the benefit of those entitled to
share in future Divisions of Profits

SECURE YOUR SHARE
by effecting a
WITH PROFIT POLICY
AT ONCE.

DEMONSTRATIONS ARE THE MOST EFFECTIVE FORM OF ADVERTISING

We are Specialists. Our charges are Moderate and cover the securing of Sites, supplying of Staff, and General Supervision. Demonstrators supplied for your own demonstrations. **WRITE US FOR FULL PARTICULARS—**

The **DEMONSTRATION Company** (London), Ltd., 5 Bloomsbury Sq., London, W.C.1 Telephone: Holborn 4972.

"YOU SUPPLY THE GOODS—WE DO THE REST."

FRED^K. FINK & CO.

10 & 11 MINGING LANE, LONDON, E.C.3.

TEL: ROYAL 5094.

GUMS, ARABIC and TRAGACANTH as Imported or
Finely Powdered. :: SHELLACS ALL GRADES.

"SPEDROL" 5/- retail

For Asthma, Bronchitis, Hay Fever,
Whooping Cough, etc.

FREDK. CARTER, Ltd., 32 LIME ST., E.C.3

DRIED MILK

Large buyers of Full Cream, Half Cream, Separated, Milk Sugar, Whey Powder, Soluble Milk Casein, are invited to apply for samples and quotations, stating probable requirements. Eight Creameries in Dorset, Somerset and Wilts.

PRIDEAUX'S LTD., MOTCOMBE, SHAFTESBURY, DORSET

"SANS-GENE" Described by the Medical Profession as the best Contraceptive on the market 5/- 42/- per dozen

"FORODOR" The perfect corrective for local perspiration 1/6 12/- per dozen

"ELIZABETH McINTYRE" Skin Cream. An excellent cream for night use 2/6 20/- per dozen
PHARMACEUTICAL SUPPLIES LIMITED
120 VICTORIA STREET, LONDON, S.W.1 Tele: Victoria 9888

SHELL HOUSEHOLD PRODUCTS

Shell Furniture Polish, Shell Floor Polish, Shell Household Oil, Shell Car Polish (2 kinds, for Fabric and Coachbuilt Bodies), Shelltox—Certain death to all Insects. SHELL MEX, LTD. (Technical Products Dept.), 31 Gt. St. Helens, London, E.C.4. Telephone: Avenue 7253.

LIQUORICE JUICE

SWEET—AROMATIC

Extract from the Roots of Glycyrrhiza Glabra-Siciliana

Only firm producing the article as a Speciality, and who can guarantee a First class, Chemically pure Liquorice Juice, because the extraction is controlled in our Laboratories.

DOTT. SIMONE TOSCANO, CHEMICAL, CATANIA (ITALY).

TATCHO Sample Size 6D

THE
HAIR RESTORER

6 Bottles in Case for
Counter Display,
4/- PER DOZ.

PROMOTES, PRODUCES,
BEAUTIFIES THE HAIR

1/3 size .. 12/6 per doz.
2/3 size .. 26/- per doz.

TATCHO Laboratories, 5 Great Queen Street, London, W.C.2

BATH & TOILET SALTS DE LUXE

INSTANTLY
SOLUBLE
EVEN IN COLD WATER

Petail: 1/-, 3/6 & 6/6 P.A.T.A.

Patentees & Sole Manufacturers

SUPERFINE CHEMICALS, Ltd., FELTHAM, MIDDLESEX.

BALLOONS PRINTED with your ADVERTISEMENT or BLOCK.

COMBS, PRESENTS, LEATHER GOODS, NOVELTIES, ETC.

Deal from the oldest established firm in the Trade:

"STANBERTS," STANBERT HOUSE, (Dept. "P"),
377 KENNINGTON ROAD, S.E.11 Reliance 1762
STOCK "JAZZO," THE MAGIC DANCE FLOOR POLISH,

SHADEINE FOR TINTING GREY HAIR

This popular article is largely advertised and stocked by all Wholesale Houses.
Trial size 8d. per doz. .. 6/-
1/4 size, per doz. .. 12/-
2/6 size, per doz. .. 24/-
3/9 size, per doz. .. 36/-

The SHADEINE CO., 58 Westbourne Grove, London, W.2

"REGULOL" The Perfectly Stable Emulsion of

Liquid Paraffin with Agar-Asar, and well recommended by the Medical Profession as a Remedy for CONSTIPATION. Two varieties, plain and compound: the latter containing 4 grains of Phenolphthalein per ounce.

500 Handbills with 1 doz. COSTS 1/4. SELLS 2/6
CUXSON, GERRARD & CO., Ltd., Oldbury, Birmingham

A LINE THAT SHOWS GOOD PROFIT



and ensures the confidence of your customers.
3/6 per doz. to the Trade 6d. each.
From LEWIS SMITH, M.P.S., Hereford.

BONVET DOG POWDERS

THE SCIENTIFIC CURE FOR
SKIN DISEASES
CONSTIPATION
LOSS OF APPETITE
LIVER TROUBLE
WORMS

COMPLETE PHARMACY INTERIORS from SKETCHES & QUOTATIONS ON REQUEST £70

ALL
ROUND
VALUE

We specialise in short-notice requirements

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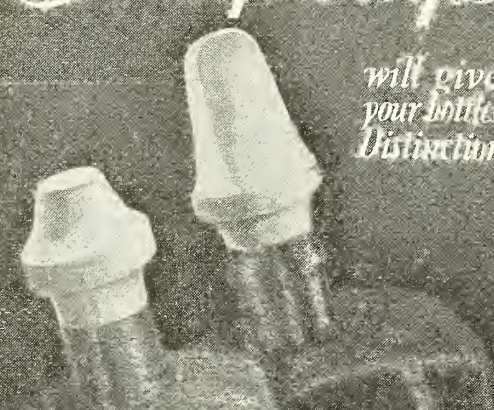
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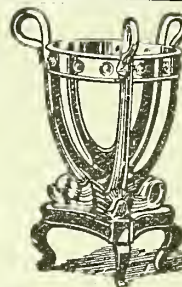
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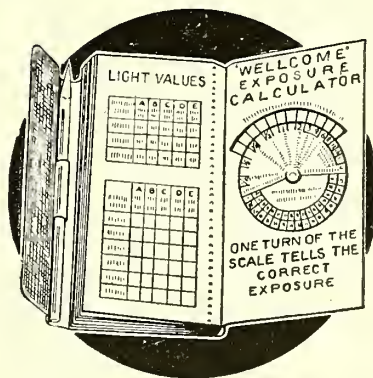
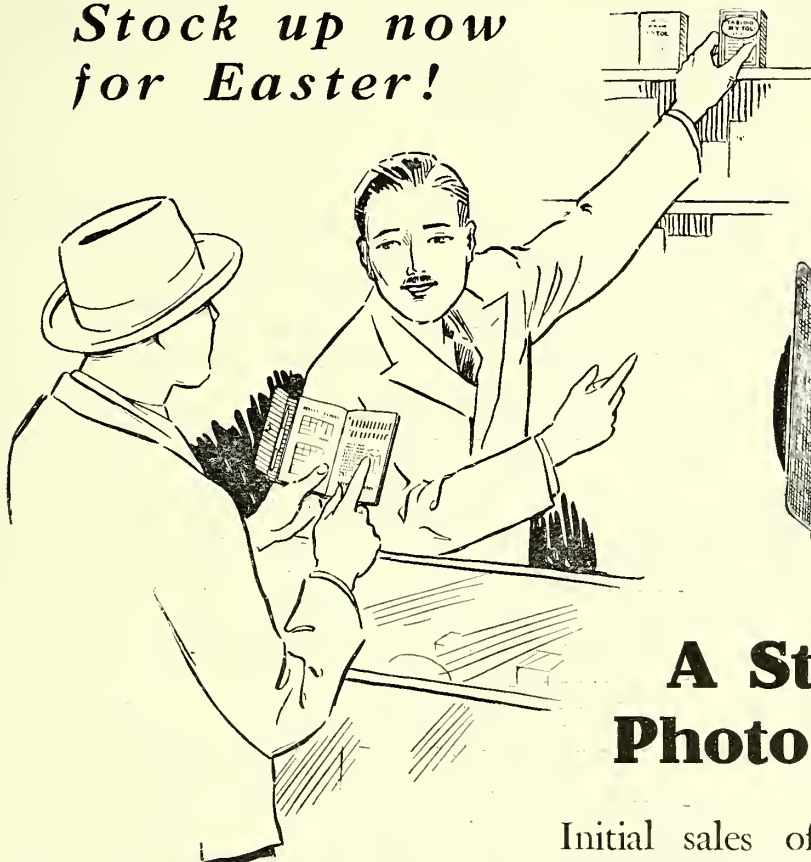
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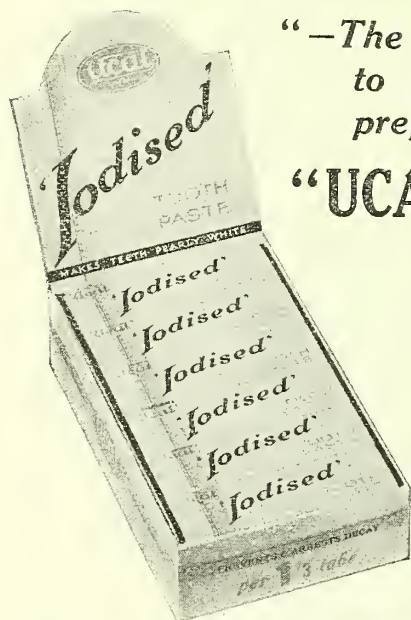
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English and Welsh News

An Anniversary Celebration

The "Wrexham Leader" of March 6 contains an illustrated account of the business of L. Rowland & Co., Ltd., chemists, who have just celebrated the 120th anniversary of their foundation. Edward Rowland, the founder, also carried on a farm at Pickhill and was an officer in the Denbighshire Yeomanry. He died in 1826, and his widow continued the pharmacy till 1852. In the early 'forties the business was removed to its present headquarters in the High Street. For some years after 1852, Edward Rowland, youngest son of William Rowland, was at the head of the firm; on his death his eldest son, Langshaw Rowland, conducted the pharmacy till 1891, when he died at the early age of thirty. His brother Mr. (now Sir) Leonard Rowland then took command, and on the conversion of the firm into a limited company in 1928 became the chairman. A few years before the formation of the company Mr. Rowland had taken into partnership Mr. G. R. Knox Mawer, chemist and druggist. Mr. Mawer is now a director of the company; a third director is Mr. Langshaw Rowland, chemist and druggist (managing director); and during the past year Lady Rowland has joined the board. Numerous branches have been opened since Sir Leonard Rowland succeeded his brother; and of late an old brewery in Brook Street has been acquired and converted into a dépôt with offices for the development of the wholesale side of the business.

Birmingham

At the Birmingham section of the British Industries Fair many overseas buyers placed substantial orders.

The Rev. G. Vale Owen, a prominent spiritualist, whose death was announced recently, was the son of a Birmingham chemist.

Liverpool

The Lord Mayor of Liverpool (Alderman Edwin Thompson) will pay an official visit to New York in May.

A meeting of the Liverpool Chemists' Association was held on February 25, Mr. L. Moreton Parry in the chair. Mr. J. R. Walmsley, F.I.C., delivered an address on "The Proposed Changes in the British Pharmacopoeia, 1931."

Manchester

Mr. A. Newton, town and district representative for Oldfield, Pattinson & Co., manufacturing chemists, is taking a holiday in Anglesea to recuperate after his recent illness.

An account of the lecture delivered by Dr. J. S. Taylor, assistant medical officer of health for Manchester, at a meeting of the Manchester Pharmaceutical Association and District Branch of the Pharmaceutical Society will be found on p. 312.

Miscellaneous

POISON-LICENCE APPLICATIONS.—Mr. E. Clegg, seedsman, Temple Road, Dewsbury, has applied for a licence to sell horticultural poisons.—Berwickshire County Council has granted a licence for the sale of sheep dip to the Coldingham Agricultural Association.

INQUEST.—An inquiry was held at Ipswich, recently, concerning the death of Mr. O. B. Wilson, retired chemist and druggist, who lived in Christchurch Street. Death was shown to be due to broncho-pneumonia, accelerated by an accidental fracture of the femur. A verdict was given correspondingly.

AUTOMATIC MACHINES IN DISFAVOUR.—Blackburn Town Council has refused an application of C. A. Critchley & Co., Ltd., chemists, for permission to attach an automatic photographic film machine to a tram standard.—The highways committee of Chorley, Lancashire, has ordered the removal of all automatic machines erected on or above the public highway.

LONG SERVICE AWARDS.—The following presentations have been made recently to commemorate the completion of twenty-one years' service at the Wellcome

Chemical Works, Dartford: Mr. William Kincaid, an oak pendant barometer; Mr. William Thomas Downes, a mahogany striking clock; Mr. Edward Henry Herbert, a silver watch. Miss Nellie Kerridge, at the chief offices of Burroughs Welcome & Co., London, E.C.1, has also received a gold bracelet watch.

WINE-LICENCE APPLICATIONS.—An application for a wine off-licence for the Grange Road, Ramsgate, branch of Victor J. Woolls, Ltd., chemists, has been granted, provided that only medicated wines were sold, that a doctor's certificate was produced before a person was served, and that no advertisement was displayed on the premises.—Similar applications by Mr. A. Durrant, chemist and druggist, Great Crosby; Liverpool, and the drug department of Derby Co-operative Society have been refused.

SPORTING EVENTS.—The following are the results of recent matches played by teams representing Potter & Clarke, Ltd., manufacturing chemists:—*Football*, Buchanan cup, semi-final, Potter & Clarke v. Stephen Smith & Co., won 3—2; London Business Houses league, Potter & Clarke A XI v. Sutton, won 5—1; Potter & Clarke B XI v. Civil Service Supply Association, won 2—1. *Netball*, Girls, Potter & Clarke A team v. Kodak, London Business Houses league, won 23—18; Potter & Clarke B team v. Blades, won 19—3. *Hockey*: Playing at Felixstowe on February 25, the Ipswich chemists' men's team beat the R.A.F. 2nd XI by 6—1.

DISCUSSION ON GIFT SCHEMES.—Arguments for and against gift schemes were brought forward at a luncheon of the Publicity Club of Cardiff, held on March 5. In the course of the discussion Mr. R. Robinson, chemist and druggist, suggested that holders of coupons should be requested to go to their respective dealers for the exchange of coupons, thus drawing attention to the retailers from whom supplies had been obtained; the coupons could eventually be redeemed by the manufacturers. A further suggestion was made that retailers should bring this matter before their trade associations.

IN THE COURTS.—At Marylebone Police Court, London, on March 2, May Clair (70), Old Quebec Street, W.1, described as a herbalist, was sentenced to two months' imprisonment for shoplifting.—At Marlborough Street Police Court, on March 6, John Sutherland (31), stock clerk, Tavistock Road, West Croydon, was sentenced to six weeks' imprisonment in the second division for stealing soap and other toilet articles, value 32s. 6d., the property of his employers, Parke, Davis & Co., Beak Street, W.1.—At Stratford (Essex) Police Court, on March 7, Walter N. Cazalet (33), described as an animal medicine manufacturer, was sentenced to twelve months' hard labour for obtaining surgical instruments and typewriters by falsely pretending to be a veterinary surgeon.

PRIZES FOR CHEMISTS.—Three cash prizes of £5 each were offered to the chemists who sold Nostoline to the winning competitors in the Nostoline Nose-Judging competition sales promotion contest, organised by Matthews Laboratories, Ltd., Clifton, Bristol. The results have now been announced and the chemists winning prizes are:—*Sharing 1st prize*: T. Goodman & Son, Banbury; Taylor's Drug Co., Ltd., Barrow-in-Furness; Mr. R. Garfield Shaw, Leeds; Mr. J. Wearing, Woking; Mr. Robert Latto, Woolston, Southampton; Mr. F. W. Heely, Alford, Lincs. *Sharing 2nd prize*: Mr. G. C. Hodgson, Whitwick; Mr. W. R. Edwards, Mid-somer Norton, Bath; Corfe & Son, Ltd., Maidstone. *Sharing 3rd prize*: Mr. W. A. Bellamy, Barnsley; Mr. W. H. Scott, Saffron Walden; Mr. W. Lister, Kippax, Leeds.—Fassett & Johnson, Ltd., London, E.C.1, have recently conducted a window dressing competition amongst the chemists of Leicester, for the Phyllosan brand of chlorophyll tablets. The prize winners are as follows:—(1) Miss W. Snasdell (dressed by Mr. W. G. Iliffe); (2) Mr. P. Stone, Birstall (dressed by Miss J. Jackson); (3) Mr. H. Densham (dressed by Mr. Densham).

Scottish News

Brevities

Mr. Alfred Gooding has been appointed to represent Robert Telford, manufacturers' agent, 67 Carlton Place, Glasgow.

Severe weather in the East of Scotland has caused a fresh demand for winter lines, and dispensing is exceptionally brisk.

Mr. John H. Davies, a director of Raimes, Clark & Co., Ltd., manufacturing chemists, Edinburgh, has retired after forty-eight years' service.

The extensive property in High Street, Inverness, known as Macdougall's Royal Clan Tartan Warehouse, belonging to Mr. W. Macdonald, chemist and druggist, changed hands recently for about £9,000.

Mr. Andrew G. Adamson, chemist and druggist, Kirkcaldy, who is well known in the football world, is contributing a series of articles on "My Thirty Years of Fife Football" to the "Evening Telegraph."

Mr. H. Graham Macmillan, C.A., secretary of the Scottish Pharmaceutical Federation, was entertained to a complimentary luncheon on March 4, on the occasion of his approaching marriage. Mr. A. A. Dick (president of the Federation) occupied the chair, and on behalf of the Executive and the Council of the Glasgow Branch, presented Mr. Macmillan with an electric wireless set with loud speaker. Mr. Dick spoke with appreciation of the admirable manner in which Mr. Macmillan had carried out his duties as secretary of the Federation, and further tributes were paid by Messrs. W. G. MacNab, P. M. Duff, D. G. Mackenzie, D. W. Robb, W. Peebles, J. Murdoch, R. Alexander and Young. In his reply Mr. Macmillan spoke of the good feeling that had always existed between the officers of the Federation and himself.

Irish News

Brevities

Mr. David Smeaton Bennet, M.P.S.I., Cahirciveen, has composed an Irish ballad entitled "Erin," which is to be published shortly.

Kilkeel Board of Guardians has accepted the tender of R. Sumner & Co., Ltd., Liverpool, for medicines; and that of John Clarke & Co., Ltd., Belfast, for surgical appliances.

Prior to his departure to take up a position in London, Mr. James Meehan (J. & G. Boyd, Ltd., Limerick) was the recipient of a presentation from his late colleagues.

A deed of arrangement has been made by Mr. John J. McVeigh, Ph.C., Warrenpoint, co. Down, to vest the estate in Mr. W. J. M. Stewart, 75 High Street, Belfast, as trustee. Unsecured creditors' claims amount to £883; net assets are estimated to realise £630.

At Strabane, recently, Mr. George Marshall was summoned for having sold sweet spirit of nitre alleged to be deficient in ethyl nitrite. The defendant said that the spirit, if put in an ordinary glass bottle, as for analysis, immediately deteriorated, while the cork absorbed a certain amount. It was pointed out from the Bench that the date of the analyst's certificate was twenty-four days after the sample was purchased, and it was suggested that the analyst ought to have stated that the substance was liable to deteriorate in the ordinary glass bottle. The case was dismissed.

Belfast

In Belfast Summons Court, on March 5, Walter R. Bamford, Ravenhill Road, was summoned for practising as a dentist without being registered. Mr. S. V. Tughan, defending, explained that his client had served his apprenticeship with a qualified dentist. When the

Dentists Act came into force he applied for registration, but did not proceed with the application. Fines of £10, with 20s. costs, on one summons, and 20s., with 20s. costs, on a second were imposed.

The annual meeting of the Ulster Rexall Club was held in the Grand Central Hotel, Belfast, on March 4. Mr. M. L. Daniels and Mr. W. F. Ellis (United Drug Co., Ltd.) were present. The president (Mr. R. Linchan) occupied the chair, and the secretary's and treasurer's reports were adopted. Mr. Linchan proposed that Mr. R. Andrew be elected president for the ensuing year, and this was passed unanimously. The secretary (Mr. J. A. McRoberts) was re-elected. A talk by Mr. Daniels concluded the meeting. A dinner was held later.

Retail Pharmacists' Union

An Open Letter to Chemists

THE following open letter, signed by Mr. G. A. Mallinson, secretary of the Retail Pharmacists' Union, has been circulated to chemists:—

Pharmacy is passing through a critical period and, as is the case in all walks of life, there are individuals making use of the national need for other purposes. They are sowing discontent and creating disunity by making wild and absolutely untrue statements about the existing organisations, coupled with specious promises regarding what a new association could accomplish.

There is no magic or special force in a new body, and a moment's reflection will be sufficient to bring realisation that pharmacy cannot find salvation in this way. Concentration of organisation, not duplication, is what is required, yet the present moment, instead of being regarded as the time for closing our ranks, is being used as a golden opportunity to commence another association. The leaders of this movement are better known in connection with optical matters, but their achievements in this connection cannot be said to encourage faith in their promises for pharmacy. Mr. Clarke, who called the meeting which they claim gives them authority for a new association, has publicly dissociated himself from them, and it is clear that this so-called representative meeting, consisting of less than fifty chemists, of whom not more than twenty-six supported the formation of even a temporary body for fighting the Poisons Bill, does not justify their actions.

I feel sure members of the R.P.U. will realise that the Pharmaceutical Society, the Retail Pharmacists' Union and the pharmaceutical Press are all at the present time doing everything they can to secure the best possible results for chemists from this Government's attempt to legislate for pharmacy. If and when the Pharmacy and Poisons Bill becomes an Act the R.P.U. Executive intend to reconstitute the Retail Pharmacists' Union in such a way as to meet the changed conditions, and in that event the title will also be changed. Attempts, for which there is absolutely no justification, are being made to forestall the Union in making this change. The Bill may not, however, become an Act, and for that reason the R.P.U. Executive have deferred opening the membership to non-proprietor pharmacists, feeling as they do that under present conditions the R.P.U. does not compete with the Society and does fill the long-felt want of an organisation to protect the chemist from a business point of view.

The Pharmacy and Poisons Bill will not be allowed to pass without a strenuous fight unless suitable amendments are obtained. The R.P.U. has a Pharmacy and Poisons Bill Committee watching every move and change in the pharmaceutical political situation regarding the Government's Poisons Bill, and it can act independently of the Pharmaceutical Society if that should be necessary.

The R.P.U. Executive are depending upon the members of the Union to support them in resisting this attempt to divide pharmacy.

South African News

From "C. & D." Correspondents.

"The Chemist and Druggist" is supplied weekly to members of Chemists' Societies in South Africa.

Rhodesia

OBITUARY.—An inquest was held recently on the body of Mr. Charles William Butcher, aged fifty, chemist and druggist, who mysteriously disappeared from Bulawayo on March 4, 1930, his remains not being discovered until November. Mr. Butcher qualified in England in 1901, and at the time of his disappearance was the proprietor of the Central Pharmacy in Eighth Avenue, Bulawayo.

Transvaal

A POTCHEFSTROOM firm of chemists and druggists were prosecuted recently for selling brandy, but succeeded in their plea that the supply was as a medical comfort, and they were entitled to make such sales. The magistrate acquitted them.

MANUFACTURERS and exporters will note with interest that the Minister of Agriculture has issued a proclamation refusing entry to the Union of South Africa of any medicines with honey. The research branch of the Minister's Department are apparently responsible for the closing of another door against infection of bees in South Africa.

PHARMACEUTICAL SOCIETY'S ANNUAL MEETING.—The annual general meeting of the Pharmaceutical Society of the Transvaal was held in Johannesburg on January 27. Mr. S. D. Smith took the chair in the absence of the president (Mr. E. Solomon), who was indisposed. Mr. H. Norris, Transvaal director of Lennon's, Ltd., was elected president for 1931, and Mr. Jacobson, of Boksburg, vice-president. The proposal from London that a meeting should take place between the Pharmaceutical Society of Great Britain and the Pharmacy Board of South Africa, to discuss the question of reciprocity, excited some interest and comment. It was resolved that the subject be debated at the next general meeting, and a resolution bearing on the question to appear on the agenda at the annual conference of the Associated Pharmaceutical Societies of South Africa at Cape Town in April.

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Monday, March 16

Guild of Public Pharmacists, Liverpool Branch. Meeting. Mr. F. G. Hobart (secretary of the Guild) on "Hospital Pharmacy, Yesterday, To-day and To-morrow."

Wednesday, March 18

Guild of Public Pharmacists, 17 Bloomsbury Square, London. W.C.1, at 7.30 p.m. Mr. Frank Browne on "The Making of a Real National Formulary."

Pharmaceutical Society of Great Britain, Manchester, Salford and District Branch, Pharmacy Club, Clydesdale Club, Turner Street, at 8.30 p.m. Whist drive. Tickets 2s. each, including refreshments.

Western (London) Pharmacists' Association, Slater's Restaurant, 192 Oxford Street, London, W.1, at 8.30 p.m. Mr. H. Davis on "Some Applications of Physical Chemistry to Pharmacy."

Friday, March 20

Croydon Branch of the Pharmaceutical Society and Croydon Pharmacists' Association, Café Royal, North End, at 8.45 p.m. Meeting. Address by Mr. W. Bennett, M.P.

THE Royal Arsenal Co-operative Society, Woolwich, reports that in the past financial year the sales and transfers in the drug department amounted to £72,659.

Legal Reports

Medical Practitioner's Irregularity.—At Liverpool Police Court, on February 5, Dr. Salomon Julius Abrahams, Great Crosshall Street, pleaded "Guilty" to eight charges of failing to enter true particulars of "dangerous" drugs supplied, and eight charges of failing to specify the name and address of the person for whose treatment the prescription was given. Mr. J. R. Bishop, for the prosecution, said it was alleged that Dr. Abrahams had obtained, from October to January last, 2½ gr. of morphine hydrochloride from Banner's Pure Drug Co., Ltd., Byrom Street, and 60 gr. of the same drug from Boots, Ltd. In each case the drug was supplied to a prescription signed by the doctor and containing a name and address of a patient which was found to be fictitious. Dr. Abrahams, in the witness-box, stated that when he took over the practice in October there was an immediate rush of work due to influenza. He started with a stock of morphine for private patients, but used most of it for panel patients in emergency cases. He thought he was entitled to obtain the morphine back from the National Health Insurance people, and foolishly made out a number of prescriptions in false names. The morphine thus obtained had been used for poor patients who were not on the panel and not able to afford drugs. A patient was called who stated that the doctor had saved his life through giving him morphine injections and costly medicine paid for out of his own pocket. The magistrate said there had been very great suspicion in the case that the defendant had obtained the drugs for his own use. The doctor had offered an explanation which it was extremely difficult to accept. Fines amounting to £80 were imposed.

An Imperfect Record.—At Canterbury Police Court, recently, Mr. Aubrey Victor Lester, chemist and druggist, of Station Road West, was summoned on fifteen counts for offences under the Dangerous Drugs (Consolidation) Regulations, 1928. The summonses related to entries of tincture of opium, solution of morphine and heroin. Mr. Lester pleaded "Guilty" to two summonses and "Not guilty" to the other thirteen. The town clerk prosecuted and Mr. H. Glyn-Jones, barrister, defended. The town clerk stated that on January 20 last Detective-Sergeant Port inspected the dangerous drugs register kept by the defendant and found that the last purchase of any drug entered was in November 1927. It was found later that the defendant had subsequently purchased two separate quantities of tincture of opium. Detective-Sergeant Port corroborated the town clerk's statement, and said that he visited Mr. Lester's branch shop at the Borough, Canterbury, and saw various entries of drugs which had been supplied from the Station Road shop up to January 9 of the present year. He later went to another branch shop in Wincheap Street, where he found entries of the supply of drugs up to May 5, 1930. When the defendant's attention was drawn to the matter, he said, "I lost my register, and only found it five weeks ago." The witness added that he had since examined the book and found that all the entries had been completed; he agreed that some of the particulars came from the branch shop registers already referred to, and that Mr. Lester must have kept some memoranda to enable him to make up the other entries. Mr. Glyn-Jones, addressing the justices, said he did not dispute that there had been slackness, but he did dispute that that slackness meant that Mr. Lester had not taken proper care in supplying the drugs. All that had been proved was that the drugs were supplied from the Station Road West shop to branch shops, and that was not really supplying at all in the sense of the Regulations, as the shops were all part of his client's premises. In any case, it was really one offence—neglect to keep a register. The magistrates imposed a fine of £5 on each summons, a total of £75; the Mayor (the Rev. S. G. Wilson) added that a strict absence of carelessness among all chemists was required by the public at the present day.

Alleged Breach of Contract.—Mr. Justice MacKinnon, in the King's Bench Division on March 4, had before him an action in which Dr. Giuseppe Bosurgi, of Messina, Italy, sued Mr. George Frederick Steel, a financier, of Fenchurch Street, E.C., Mr. Gerald McDonald, merchant, of Botolph Lane, Eastcheap, and the C.B.B. Syndicate, Ltd., Fenchurch Street, for damages for alleged breach of contract in connection with advances made by the plaintiff for the purchase of the factory of Abate Brothers, lemon and orange juice manufacturers, of Messina. The plaintiff claimed alternatively for money lent to the defendants. Mr. Croom Johnson, K.C., for plaintiff, said he had been for some years the proprietor of a business concerned with lemon and orange juice and essential oils. The action had to do with an arrangement or scheme to which the three defendants were to be parties, and with cash advances which the plaintiff had made of over £21,000. It appeared that in 1929 Mr. Steel and his friends were engaged in the promotion in London of a company which was ultimately formed called Sunfruit Products, Ltd., which was to take over, among other things, the business of the C.B.B. Syndicate, in which Mr. McDonald was the principal shareholder, and the proposal was that they should purchase and take over the business of Abate Brothers in Messina, which was carried on in the name of the A.I.D.A. Company, so that apparently the marketing side of the business in London and the manufacturing side in Messina would be in the same hands. The plaintiff, having been in London in October 1929 and had an interview with Mr. McDonald, at which something was said about the proposed scheme, had returned home a short time afterwards. Mr. Steel went out to Messina to conduct negotiations for the purchase of the Abate business, and what he did was accepted to have been done on behalf of Mr. McDonald and the C.B.B. Syndicate. Eventually Mr. Steel purchased the business upon the terms that he was to pay a million lire down and the balance of 850,000 lire in six or eight months. Mr. McDonald was not able to provide the necessary finance, and accordingly Mr. Steel, in a state of considerable anxiety, went to Dr. Bosurgi and explained the situation to him. Eventually Dr. Bosurgi advanced the million lire for the purchase of the Abate business, and the money eventually went to Abate's upon the transfer of the undertaking. He also agreed to guarantee the 850,000 lire and had since paid that sum. The plaintiff was to get 8 per cent. interest. Within a short time of his parting with his money and giving the guarantee to the bank, someone apparently took the view that Mr. Steel had no authority to bind the Sunfruits Company to enter into any business relationship with the plaintiff, and as plaintiff objected to that valuable term of the contract not being fulfilled, he eventually wrote that he did not want to have his advance of a million lire satisfied by shares in the company. He now put his claim in two ways: either he was entitled to have his money, £21,000, with interest, or if the defendants had made a bargain with him which they were unable to implement he was entitled to the like sum as damages.

For Mr. Steel it was contended that he was entitled to be indemnified by the other defendants against any liability he might be under to the plaintiff upon the ground that he acted in the interests and upon the instructions of Mr. McDonald and the C.B.B. Syndicate, who, it was said, had ratified his acts. Mr. Singleton, K.C., for Mr. McDonald, submitted that his client was under no personal liability to the plaintiff, who, he said, knew that Mr. Steel had the power of attorney of the C.B.B. Syndicate. Mr. Justice MacKinnon, giving judgment, said it was not asserted by Mr. Steel or the C.B.B. Syndicate that they had any defence to the plaintiff's claim. His lordship thought there was not the slightest doubt that Mr. Steel made this contract with the plaintiff, binding as joint contractors himself, the Syndicate and Mr. McDonald, and therefore for the breach of it the three were jointly liable to pay damages to this ill-used Italian gentleman. There was practically no dispute that the damages were £22,630, and there would, therefore, be judgment for him for that sum with costs.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office.

PROPRIETARY MEDICINES, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers, importers and exporters of and dealers in proprietary and patent goods and all kinds of medicinal, pharmaceutical, chemical and surgical articles, etc. The directors are: J. H. Shaw and E. Shaw. R.O.: 22 High Road, Streatham, S.W.

KEMSOL IONISED IODINE CO., LTD. (P.C.).—Capital £3,000. Objects: To acquire the business now carried on at Langley Park, Langley, Kent, as "J. Cavendish Molson," and to carry on the business of manufacturers of Kemsol brand of ionised iodine and other products, etc. The directors are: A. F. Corfe, F. D. M. Hocking, A. R. Pym and Madeline M. C. C. Molson. R.O.: 34B Gabriels Hill, Maidstone.

SCIENTIFIC CLEANSERS, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in detergents and cleansing preparations of all kinds, chemical manures, fertilisers, insecticides, germicides and fungicides, oil, grease and fat extractors and refiners, etc. The permanent directors are: A. E. Norris, Folkestone, and Laurie B. Parsons, 41 Southville, South Lambeth, London, S.W.8.

LECTRA-RAY PRODUCTS, LTD. (P.C.).—Capital £1,000. Objects: To adopt an agreement with Dr. Van Vleck Company, Ltd., and G. E. Mignon, and to carry on the business of importers or manufacturers of and dealers in electrical, mechanical and chemical, scientific, pharmaceutical and toilet requisites and materials, makers of and dealers in novelties and proprietary articles of all kinds, etc. R.O.: 3 Fleet Lane, London, E.C.4.

WHITEFIELD CHEMICALS AND COLOURS, LTD. (P.C.).—Capital £1,000. Objects: To acquire the business of a supplier of chemicals, gums, indigo and shellac merchant carried on by W. A. W. Thompson as the Ardron Manufacturing Co., at 60 Moreton Street, Strangeways, Manchester. The directors are: W. A. W. Thompson and Miss Marion A. Vickers. R.O.: Temple Place, Temple Street, Chorlton-on-Medlock, Manchester.

YARDLEY & CO., LTD., made a net profit of £138,383 for the year ended December 31, 1930, against £196,177 for the preceding year.

IMPERIAL CHEMICAL INDUSTRIES, LTD.—The net profits for 1930 of £1,473,392 are recorded by Imperial Chemical Industries, a decline of £1,306,816 on the previous year. The ordinary dividend is reduced from 8 per cent. to 6 per cent. for the year and no distribution is being made on the deferred.

YEAST-VITE, LTD.—At the annual meeting of Yeast-Vite, Ltd., on March 5. Mr. J. Stanley Holmes, the chairman, intimated that Beechams Pills had made an offer for the shares. Shareholders of Yeast-Vite are offered one preference share of £1 in Beechams Pills, bearing dividend as from January 1 last, for every four preferred ordinary shares of 5s. each in Yeast-Vite, and one preference share of £1 each in Beechams Pills, bearing dividend as from January 1 last, for every eight deferred shares in Yeast-Vite.

DRUG INCORPORATED OF AMERICA.—The net earnings for 1930 were \$21,130,698 (against \$17,013,543), equal to \$6.03 per share on the 3,501,499 shares outstanding at December 31. The figures include the earnings of Household Products, Inc., and Vick Chemical Co., acquired during the year, as if they had been owned for the full period. A net working capital of \$50,000,000 is disclosed in the accounts, of which \$17,000,000 is in cash and \$6,651,471 in United States Treasury certificates and other readily marketable securities. The company's leading investment in affiliated concerns is its holding of capital stock of Boots Pure Drug Co.

Private Arrangements

Albert Edward Worthington, 7 New Hall Lane, Preston, Lancs., chemist and druggist. The creditors of the above were called together recently at Preston, when a statement of affairs was submitted showing liabilities of £1,030 14s. 4d., of which £305 14s. 4d. was due to unsecured creditors and £735 was owing in respect of cash claims. After allowing £1 5s. for preferential claims, the net assets were £353 4s., or a deficiency of £677 10s. 4d. The assets comprised cash in hand, £1 2s.; stock, £320; fixtures, fittings and utensils, £15; good book debts, £12 12s.; and surplus from fully secured creditors, £5 15s. It was reported that the debtor purchased the business, which was previously carried on as a drug store, on March 1, 1929, for £350, "all at." The debtor apparently had little or no capital of his own, but his father loaned him £550, of which £455 was still outstanding. During the year to March 1, 1930, the sales were £682, with a profit of £52, the drawings being £113. A deed of assignment had already been executed, and it was suggested that if the creditors agreed to that deed, there was the probability of an offer being made. The cash creditors included a guarantor for £175 to the bank. The guarantor had discharged the overdraft. A resolution was passed confirming the deed of assignment already executed to Mr. R. O. Griffith, accountant, 44 Cannon Street, Preston. A committee was also appointed consisting of the debtor's father, Mr. Parkin S. Booth, and the representative of Barnes & Crompton, Ltd. The creditors include:—Agla, Ltd., £13; Ayrton, Saunders & Co., Ltd., £30; Barnes & Crompton, Ltd., £45; Dalmas, A. de St., & Co., Ltd., £19; Evans, Sons, Lescher & Webb, Ltd., £11; Kodak, Ltd., £36.

Bankruptcy Reports

Re John George Elmitt, 74A Kensington Park Road, W.11, chemist.—Under a receiving order recently made against this debtor, the statutory first meeting of his creditors was held at Bankruptcy Buildings, London, W.C., on March 3. It appeared from the debtor's statements in preliminary examination that he qualified as a chemist in 1919. For a year prior to December 1928 he carried on business as a chemist in Leicester. He then disposed of the business and paid all his liabilities. On January 1 he came to London with £700 and purchased for £1,550 as a going concern the business of a chemist and druggist carried on at 74A Kensington Park Road, W., under the style of "Gordelier & Co." A portion of the purchase price was raised by mortgage on the lease of the premises. As the previous owner of the business had done a considerable amount of credit trading, he (debtor) had to do the same, and after completion of the purchase of the business he was practically without cash capital. He purchased from suppliers on the usual credit terms, but these terms were less liberal than he allowed his customers. Apart from lack of capital he considered his business had been a successful one. Trade began to decline in the summer of 1930 through the general trade depression, as a result of which he lost customers. He filed his petition in the interest of the general body of his creditors. His liabilities were approximately £2,400, and he scheduled assets to the value of about £800, apart from the goodwill of the business. The meeting passed a resolution for the appointment of Mr. A. G. White, C.A., 14 Old Jewry Chambers, E.C.4, as trustee of the estate. A committee of inspection was also appointed.

Gazette

Bankruptcy Acts

RECEIVING ORDER AND ADJUDICATION

HARRIS, A. A., 5 Dover Road, Northfleet, Kent, drug-store proprietor.

Festivities

Staff Functions

THE staff of Boots, Ltd., Jersey, held a successful dance at Merton House Hotel recently. Some 250 guests attended, including Mr. C. B. Fuszard (manager) and Mrs. Fuszard. The M.C. was Mr. F. A. Ray.

THE directors of William Gardner & Sons (Gloucester), Ltd., gave a dinner to their staff and employees on February 27. Alderman C. E. Gardner (chairman of directors) presided over a company of a hundred, including Mrs. Gardner, the Mayor of Gloucester, and Mr. F. C. Gardner (managing director). The chairman extended a hearty welcome to the guests, and referred, amid applause, to the presence of Mr. J. Reynolds, who was employed by the firm for thirty-eight years before retiring, and to Mr. Davis, who also held a long record. "The Firm of William Gardner & Sons (Gloucester), Ltd.," was proposed by Mr. James Preen and responded to by Mr. F. C. Gardner. "The Visitors" was proposed by Mr. D. G. Price, and the Mayor replied. The remaining toasts were those of "The London Office," proposed by Mr. W. L. Hill and responded to by Mr. H. D. Coughlin; "The Artists," submitted by Mr. H. H. Scott, and replied to by Mr. W. Hawkins; and "The Chairman," proposed by Mr. J. H. Baker and acknowledged by Alderman and Mrs. Gardner. An excellent musical programme was rendered.

The All-London Gathering

THE resources of the Hotel Russell were strained to the utmost on Thursday evening, March 5, to accommodate all those who wished to join in the dance of the combined Metropolitan branches. Likewise the endurance of the president, for Mr. A. R. Melhuish, and Mrs. Melhuish must almost have reached the limit when they "received" a constant stream of visitors for about two hours. Discreet inquiry elicited from Mr. Frank Browne, busy but cheerful, that over 300 tickets had been disposed of; and, judging by the difficulties in steering, every one of the 300 odd was present. The company was too large to individualise satisfactorily. Suffice it to say that the president was supported by four fellow councillors, numerous presidents and past-presidents of Metropolitan branches, representative of light and leading in London pharmacy. A popular visitor from Ireland was Mr. Victor Hanna, who confessed to a state of perpetual blush by reason of the compliments showered upon him throughout the evening in connection with the Conference meeting in Dublin two years ago. The president beamed on the assembled company with an expression of thankfulness that he had before him evidence of enjoyment unalloyed by thoughts of Pharmacy Bills or other unpleasant subjects, and so said all of us.

Somerset Complimentary Dinner

AN interesting function took place at the Royal Clarence Hotel, Bridgwater, on March 5, when Alderman W. Deacon was entertained, with Mrs. Deacon, to a complimentary dinner by the Somerset County Branch of the Pharmaceutical Society in honour of his being elected to the Council. Mr. W. H. Maunder (Taunton) presided over a company numbering about ninety, which included the Mayor and Mayoress of Bridgwater, Mr. H. N. Linstead (secretary of the Pharmaceutical Society), Alderman S. Berry, Alderman H. M. B. Ker, Councillor W. Chard, the town clerk of Bridgwater, Dr. G. W. H. Bird (medical officer of health for the borough) and Dr. Wilberforce Thompson. Mr. E. Widgery (Weston-super-Mare) proposed "Our Guests," and, referring to Mr. Deacon's election to the Council of the Society, said they had every confidence in him. He associated with the toast the name of Mrs. Deacon. Mr. Deacon, on behalf of his wife and himself, expressed their gratitude. One of the big discoveries he had made

since he had been a member of the Council, said Mr. Deacon, was that the activities of the Society were very much wider than the average chemist understood or realised. The chairman proposed "The Pharmaceutical Society of Great Britain," adding that it gave him peculiar pleasure to propose the toast, because his father was one of its earliest members. Mr. H. N. Linstead replied. "Our Visitors" was proposed by Mr. A. W. Williams (Taunton) and responded to by the Mayor and Dr. G. W. Harvey Bird. Mr. Deacon proposed "The Chairman," and Mr. Maunder briefly replied. An enjoyable dance followed.

Glasgow Pharmacy Club

THE annual dinner of the Glasgow Pharmacy Club was held in the Grand Hotel on February 17. Mr. D. G. MacKenzie (president) occupied the chair and was supported by Mrs. MacKenzie, Mr. and Mrs. Thomas Guthrie, Dr. Tait, Miss M. Bain, Miss Miller, Mr. and Mrs. Mackay, Mr. and Mrs. D. Black, and Mr. James Heddlie (Edinburgh). Some 150 members and friends were present. The loyal toast and those of "The Pharmaceutical Society of Great Britain" and "The Scottish Pharmaceutical Federation" were submitted by the chairman. The toast of "The Pharmacy Club" was proposed by Dr. Joseph Tait. This toast was responded to by the chairman. Mr. A. Taylor, in a humorous speech, proposed the toast of "The Ladies," which was replied to in felicitous terms by Miss Miller. The musical part of the evening was ably sustained by Miss Nan McLellan, Miss Peg Gordon, Mr. Douglas McMillan and Dr. Tait, while Mr. Harold F. Virgo acted as accompanist. Mrs. D. G. MacKenzie presented the trophies won during the season to the various winners as follows: *Golf: Gentlemen*, Mackay cup, Mr. T. Macmaster; Smith cup, Mr. W. B. McDavid; Hatrick cup, Messrs. J. W. Erasmussen and Hugh Macmaster; Virol cup, Mr. J. McEwan; Rainey-Brown (inter-city), Glasgow, captain: Mr. Jas. McGillivray. *Ladies*, Hunter trophy, Miss McCallum; Guest trophy, Mrs. Tulloch; silver spoon for lowest aggregate, Miss I. S. Cooper. *Bowling*, Greig trophy, Mr. D. G. MacKenzie; Cartwright trophy, Messrs. W. Peebles, D. Edgar, Geo. Jarvie, H. P. Arthur; Cockburn cup, Mr. Fred B. Gray; Cairncross medallion (inter-city), Glasgow, captain: Mr. D. Black. *Angling*, McEwan Quaich, Mr. W. J. Moffat; Beaumont trophy, Mr. D. Black; Mahseer trophy, Mr. W. J. Moffat. On the call of Mr. G. Mackay a cordial vote of thanks was accorded to Mrs. MacKenzie and the artistes.

North Staffordshire Dinner

THE annual dinner of the North Staffordshire Branch of the Pharmaceutical Society was held at the Grand Hotel, Hanley, on February 26. The dinner, which was followed by a dance, was attended by a company of some 150, and was one of the most successful social functions ever held under the auspices of the Branch. The president of the Branch (Mr. H. C. Shaw) was in the chair, and others present included Mrs. Shaw, Mr. A. R. Melhuish (president of the Pharmaceutical Society), the Lord Mayor and Lady Mayoress of Stoke-on-Trent (Mr. and Mrs. H. J. Colclough), Dr. Wotherpoon (Medical Officer of Health for Stoke-on-Trent) and Mrs. Wotherpoon, the Rev. E. W. Bridgwood (Chaplain to the Branch), Dr. Gilchrist, Dr. and Mrs. Ewings, Miss Ivy Roberts, M.Sc., Mr. A. E. Coates (president of the Confederated Dental Society), Mr. E. Griffiths (secretary of the Confederated Dental Society), Mr. F. A. Bloor, Mr. W. E. Cropper, Mr. S. J. Mott and Mr. Harold Nixon. Mr. W. Stanier (joint secretary) read a letter in which the Branch was asked to accept a badge to be worn by the president and all succeeding presidents as an insignia of office. He called upon Mrs. J. A. Dale to invest the president with the badge. Submitting the toast of "The Pharmaceutical Society," Mr. H. C. Shaw expressed thanks to the anonymous donor of the insignia of office.

Mr. Melhuish, responding, described the gathering as one of the happiest he had attended since his election as president. He was sure that nothing could better contribute to loyalty among themselves and loyalty to their Society than the goodwill which he could see all around him that evening. Mr. W. H. Kemp proposed the toast of "The Guests," and gave a brief review of the history of the Branch. He mentioned that the Branch last year had organised an effort in aid of the Benevolent Fund and the Cripples' Home, which had resulted in £31 10s. being handed to the former and £10 10s. to the latter institution. Mr. H. Nixon and the Rev. E. W. Bridgwood responded.

Halifax Dinner

THE annual dinner of the Halifax Branch of the Pharmaceutical Society was held on February 26, Mr. N. Payne (president) in the chair. The guests included Mr. Thomas Guthrie (member of the Society's Council) and representatives from the Leeds and Bradford Branches and from the Halifax Insurance Committee. Mr. L. Chambers, proposing "The Pharmaceutical Society," said they could not over-estimate the crisis that faced them, but he believed that just as their predecessors solved their problems so the present pharmacists would win through. The consolidation of the laws that governed the conduct of pharmacy was overdue. He assured Mr. Guthrie they were in agreement with the policy of the Society in negotiating for the claims embodied in "B" Bill. Mr. Guthrie, responding, said that in the course of the long history of the Society there had been occasions on which it had to call upon the service of all its friends in order to secure a right or to prevent a wrong. At the present time the Society was in a stronger position to withstand shock than it had been on any other occasion. There was no solidity behind the suggestion of opposition to the course that the Society's Council was taking. They hoped the Government would accept most of the amendments. If not, the Society would have to oppose, and they could depend on the Branches giving all the help they could. Mr. W. Josty (a vice-president), proposing "Kindred Branches and Associations," urged the desirability of closer co-operation between the associations, and suggested that arrangements might be made whereby they could intermingle and discuss together vital affairs in pharmaceutical politics. Mr. A. W. Lupton (president, Leeds Branch) and Mr. S. J. Kirby (president, Bradford Branch) replied. Mr. W. R. Roberts (secretary, Halifax Branch) proposed the toast of "The Visitors." Mr. J. Fletcher (clerk to the Halifax Insurance Committee), in reply, referred to the good relationship existing between local pharmacists and the Insurance Committee. They had the assistance of Mr. Fielding, one of the pharmacists, to direct them in their investigations, and they were always well advised. Mr. W. K. Woodward proposed a vote of thanks to the secretary (Mr. Roberts) for making the arrangements and to the artists.

Association Meetings

Birkenhead.—A meeting of the Birkenhead and Wirral Pharmacists' Association and Branch of the Pharmaceutical Society was held on February 25, the president (Mr. C. H. Wright) in the chair. An address on *Modern Biological Therapy* was given by Dr. Mitchell, of the Runcorn Biological Institute. Biology meant the science of life, said the speaker, and if a pharmacist was to be thoroughly competent he should have a knowledge of biochemistry and pharmacology, which together with bacteriology formed the basis of biological therapy. Dr. Mitchell dealt effectively with his subject, describing immunity, vaccine therapy, serum therapy and organotherapy. After discussion Mr. Williamson voiced the appreciation of the members in proposing a hearty vote of thanks.

Edinburgh.—The fifth meeting of the fifty-third session of the Edinburgh Chemists', Assistants' and Apprentices' Association was held on February 25, Mr. J. J. Blackie (president) in the chair. The first communication was on *Animal Materia Medica*, by Mr. W. A. Beattie, who said that on referring to some old histories of medicine and pharmacy he came across some amazing concoctions, several of which he described. They could not but admire the hardy race who could swallow such mixtures, and the equivalent of the pharmacist in those days must have been a wonderful man. Out of these days of superstition and groping, more or less, in the dark, there had emerged that clearer knowledge of the various bodily organs on which the modern science of organotherapeutics was based. The next communication was on *Some Laboratory Apparatus*, by Mr. F. J. Jackson. Mr. Jackson had arranged pieces of apparatus used for pharmaceutical purposes, giving a clear explanation of their structure and the principles underlying their use. The series included the constant level water bath, a water oven fitted with a thermostat, the safety syphon for removing supernatant liquid without disturbing the sediment, the straining bag illustrating collation, the elutriation jar, the centrifugal separator, the water pump and Buchner funnel, the Gooch crucible, the parchment dialyser, various forms of still and the Soxhlet reflux condenser. Cordial votes of thanks were awarded to Messrs. Beattie and Jackson.

Public Pharmacists.—A meeting of the Liverpool Branch of the Guild of Public Pharmacists was held on February 16, Mr. Alec Rae in the chair. The chairman called on Miss E. Dobie to read a paper entitled *Some Points of Interest in Hospital Pharmacy*. Miss Dobie said that her paper gave the point of view of a newcomer to hospital pharmacy, and she mentioned some of the difficulties which she had encountered, and also some of her most amusing experiences. The paper concluded with references to technical points of interest, including the preparation of x-ray meals, the use of quinine-urethane solution, etc., and was followed by a discussion in which Miss Bentley, Mr. John Rae and Mr. Henriksen joined. Mr. H. Davis then read a paper on *Ancient Alchemy*. He described the development of chemistry, pharmacy and allied sciences from the time of the early Egyptians up to the publication of the present B.P., and mentioned outstanding figures among the Egyptian, Arabian, Persian and early European philosophers who had contributed to pharmaceutical knowledge. The paper was followed by discussion, in which Miss Dobie, Mr. Rae and Mr. Hirst joined. The last paper, on *The Preparation of Columbia Wax*, was read by Mr. R. H. Henriksen, who explained that the wax was used as an embedding compound for radium needles. He gave details of the specimen sheet, together with the new rubber sheets which have lately been introduced as a substitute for the wax. Mr. Cottom and Mr. Rae joined in the discussion which followed, and a vote of thanks to the three speakers was proposed by Mr. Rae, seconded by Miss Edis, and supported by Mr. Hirst. The next meeting of the Branch will be held on March 16.

Scottish Pharmaceutical Federation.—A meeting of the Executive Council was held in Glasgow on March 4, Mr. A. A. Dick (president) in the chair. Among other matters under consideration was a proposal by the Retail Pharmacists' Union to change its title to "The British Pharmaceutical Association" if the Pharmacy and Poisons Bill is made law. It was decided to point out to the R.P.U. that the title suggested might lead to difficulties and confusion, and probably give the impression that it referred to the trading organisation of chemists in Scotland as well as England, which is not the case, while it might also lead to the impression that "The British Pharmaceutical Conference" was directly connected with "The British Pharmaceutical Association." A report was given of a mass meeting of the trade held in Glasgow on February 26 under the auspices of the Glasgow and District Branch of the Federation with regard to the difficulties in Shops Acts matters. It was mentioned that about 200 chemists attended the meeting.

Pharmaceutical Society of Ireland

Special Council Meeting

A SPECIAL MEETING of the Council, called by the president, was held at 67 Lower Mount Street, Dublin, on March 4, for the purpose of considering what steps it was desirable to take in reference to Clause 45 of the Veterinary Surgeons Bill, at present before the Dail. Clause 45 provides:—

(1) It shall not be lawful for any person to practise . . . veterinary surgery or veterinary medicine unless he is for the time being a registered veterinary surgeon.

(2) Every person who acts in contravention of this section shall be guilty of an offence under this section and shall be liable in respect of each such offence on summary conviction thereof to a fine not exceeding one hundred pounds.

Mr. D. J. Nugent (president) took the chair at the meeting. The following members of the Council were also present:—Dr. Michael Ryan (vice-president), Sir Thomas Robinson, Dr. J. A. Mitchell, Messrs. John Smith, John J. Roche, T. Costelloe, Joseph Gorry, P. D. Larkin, M. J. Kieran and P. A. Brady. Mr. J. J. R. Kerr (registrar) was in attendance. The following sent apologies for non-attendance:—Messrs. Gannon, Liston, Brooke Kelly (treasurer), McCormack and P. Kieran.

The PRESIDENT explained what had already been done in the matter. After discussion, a committee consisting of the president, vice-president, Mr. Gorry, Mr. Costelloe and Mr. Larkin was appointed to deal with all matters affecting the interests of pharmacists which may arise in connection with the Bill.

[The Bill, as printed, consists of forty-eight sections and two schedules. In addition to the section referred to in the above report, there is a section prohibiting bodies corporate from practising veterinary surgery or veterinary medicine and from representing themselves as practising or being prepared to practise. The greater part of the Bill relates to the constitution of the administrative Council proposed to be set up, admission to and erasure from the register, fees, and a working arrangement with the Royal College of Veterinary Surgeons.—EDITOR.]

Chemists' and Druggists' Society of Ireland

THE annual meeting of the Chemists' and Druggists' Society of Ireland was held at 11 Waring Street, Belfast, on March 4, the president (Mr. F. Storey) in the chair.

REPORTS PRESENTED

Mr. C. Abernethy, in the absence of Mr. J. Macauley, read the secretary's annual report, of which the following is an abstract:—

Membership of the Society has been well maintained. Two members, Mr. William Doig and Mr. Thomas Hay, died during the year. Two of the druggists' representatives on the Pharmaceutical Council, Mr. S. Gibson and Mr. W. Martin, retired by rotation, but were returned unopposed. An attempt to reduce the druggists' representatives on all the Committees of the Council was turned down. The last examination for registered druggists wishing to qualify as pharmaceutical chemists under Schedule 2, Part II, was held in June. The Society has been notified that the North Irish Pharmacists' Association were ready to take up the discussion of amalgamation. The Society's Committee met the Committee of the N.I.P.A.

Mr. S. GIBSON (treasurer) presented the financial statement, which was satisfactory. On the motion of the PRESIDENT, seconded by Mr. WILSON, the reports were adopted.

HASLETT MEDAL

The Haslett medal for 1930 was awarded to Mr. Michael J. Cullen, 298 North Circular Road, Dublin.

ELECTION OF OFFICERS

Mr. S. GIBSON, proposing the re-election of the president, said Mr. Storey had served them truly and well, and it was mainly due to his ability and activities that they had secured such a splendid Pharmacy Act.

Mr. W. E. WILSON, seconding, said the Committee had unanimously nominated Mr. Storey for re-election. Mr. Storey had asked them to relieve him, but they would not hear of it. He had steered them through all their difficulties with unbounded success, and there was no one so fitted to take the position. He had worked to raise the status of pharmacy, and they were honoured by having him as their president. (Applause.)

The resolution was passed unanimously.

Mr. STOREY, in acknowledgment, said he would like to have handed over the reins of office, but they were determined to retain him. He felt honoured and deeply touched by their faith and confidence in him; he had done his best, and it must be a great satisfaction to them all, as it was to him, to know that they had succeeded in attaining the object they had set out to achieve, and to see that all the active members had put their shoulders to it and qualified as pharmaceutical chemists. It behoved them to uphold and maintain the status of pharmacy.

The vice-presidents, Messrs. F. T. Smith, J. F. Grimes, W. E. Wilson and S. Nevin, were re-elected, and Mr. S. McDowell was added to the list.

The treasurer, secretary and auditors (Messrs. E. J. Roberts and W. Martin) were re-elected.

Two changes were made in the *personnel* of the committee, Messrs. J. Arnold and S. Gibson being succeeded by Messrs. R. McBirney and A. Davis.

Mr. Gibson was again appointed to represent the Society in the Belfast Chamber of Commerce.

QUESTION OF AMALGAMATION

The question of amalgamation was introduced by the PRESIDENT, who outlined the history of the negotiations from the beginning. They had received a letter from the N.I.P.A. saying that as the National Insurance Act (Northern Ireland), 1930, was now in full swing they had appointed three members and asked them to appoint a like number to renew negotiations. The Chemists' and Druggists' Committee met and arranged for the subcommittee, who had dealt with this matter before, to meet the other committees. A report would be submitted, and he would like to hear the views of the members, and hoped there would be a full, free and open discussion. Should they postpone amalgamation, or should it be dropped altogether as far as their body was concerned? A number of members who were not able to be present had communicated with him.

A long discussion followed, in which the following took part:—Messrs. Abernethy, Taylor, Wilson, Gilmore, Gray, McAuley, Gibson, Martin, Nevin and McDowell.

The meeting was of unanimous opinion that amalgamation should not be proceeded with at present, and the matter was referred to the General Committee.

Business Changes

TOKALON, LTD., have removed from 212-14 Great Portland Street, W.1, to Chase Road, London, N.W.10.

MR. J. E. MORRIS, chemist and druggist, 76 Furnace Lane, Woodhouse Mill, Sheffield, has closed his business.

MR. T. M. P. ELFORD, chemist and druggist, has taken over the businesses of R. E. Pearce, Ltd., chemists, Newquay.

MR. DONALD BANKS, chemist and druggist, has acquired the business of Mr. Bernard W. Leece, chemist and druggist, 6 The Parade, Pinner.

CONDY U'REN & SON, chemists, Plymouth, have purchased for a branch the Hartley Pharmacy, Mannamead, from Mr. T. M. P. Elford, chemist and druggist.

The Tale that Tells

By the Girl in the Shop

TOILET preparations are the reasonable development of the chemist's activities, and are a legitimate adjunct to his trade. He should, therefore, make vigorous efforts to retain and extend the business which is rightly his. "Science as an Aid to the Toilet" would make a good slogan for a chemist's window. Face creams are the natural outcome of the soothing and healing ointments of a generation ago. Face powders follow automatically on the heels of the starch, zinc and boric powder of the nursery. Lip-stick, eyebrow pencils and similar preparations are merely a more elaborate form of the rose lip salve of an earlier age. The lip salve of those days, based as it was on spermaceti, white beeswax, olive oil coloured with alkanet root and perfumed with otto of rose was the forerunner of the more elaborate preparations of the present day, though it was only used as a means of keeping the lips soft and supple in winter weather. It is obvious that if the chemist will make an effort, he can have the kudos and the profit resulting from the sale of good quality toilet articles. Customers always like the best quality in articles of this kind; they are better to use, last longer, and give more permanent satisfaction.

SELLING METHODS

Providing the chemist has the goods, the question is how to sell them. Is it possible that new methods can be devised to encourage sales, or must the old ones be used? Perhaps a combination of both may be the most useful. Window displays are necessary, but counter displays have more effect. Where a counter is not suitable for a display a small table should be kept in the shop devoted to the showing of toilet preparations, if possible occasionally have a dressing table of the modern type on which a mirror is placed in a suitable position, and around which are grouped a skin cream, a box of powder and other aids to the toilet that are in popular demand. In each case, however, the preparation must be open in order that customers can see the actual article, not merely the container. Women like to feel a powder or a cream on the back of the hand; they like to smell whether the perfume is pleasing. They are anxious to know if the feel to the skin is greasy. The way therefore, to sell these preparations is to encourage your would-be customers to test them for themselves. The next important point is whether an article should bear a price ticket or not. In these days of scarcity of money, neither men nor women of moderate means are likely to go into a shop without knowing the price of the articles which they propose to buy. It hurts one's pride to have to say, "It is more than I can afford," and it is not everyone who is honest enough to say it. The more common method is to say, "I will tell her" or "It is not for me, it is for a friend," or "It is not exactly the kind I want." Men have more difficulty, being the least ready with an excuse; therefore, they are more afraid to enter a shop where an excuse may be necessary. It is a wise man who puts price tickets on all the goods shown in his window. In addition to that, the goods shown on the counter should be plainly marked; for instance, on the dressing table already alluded to, say, four or five toilet articles could be shown. A show card with the full list of the series might be stood on a small easel in one corner giving the prices and sizes. Many a sale has been lost because the bargain was not clinched with the price at the right moment. If the price is there ready, no sale should be lost to the person who really desires to buy. Where sales talk is used, it must not be overdone. It is a fine art to know when to keep quiet and to let the customer talk. Another method that the writer's experience has shown is useful is to leave the girl members of the staff to deal with toilet preparations. In the main they understand better than a man exactly what is required, and instinctively know the selling point of the articles in which they deal.

A final selling point for counter displays is never

to have a full box of an article on the counter. For instance, a box of toilet soap which normally contains, say, six tablets, if two or three of these have been taken out, it is easier to sell single tablets from a box only half full than from a full one. Of course, when selling it is always wise to ask if the purchaser would not like a full box when there would be a slight reduction per tablet, added to which a few words on the increased value of soap that has been kept would often clinch a sale for the larger package. People have a habit of wanting to buy something if they think there are but few left to be sold at that price. The attitude of the chemist who put a few articles in a large window with a special placard, "Buy one to-day, they will all be gone to-morrow," was right. If such a method is adopted, however, care must be taken to see that they are all gone on the morrow, otherwise the next time the method is used it loses its point. Toothpastes and other articles usually packed in sixes or dozens should be treated in the same way. A useful method for showing toilet preparations is to have a series of trays fitted on to each other. On each tray is displayed one type of article. One can be used for toilet soap, another face powder, face cream, toothpaste, puffs, particularly the handkerchief variety, and similar articles lend themselves to this form of display, and it enables the customer to see at a glance the variety of the stock and the type they desire. One thing to avoid, however, is to show customers too large a stock: it only bewilders them.

Prescription Problem

The Editor will be glad of the loan of original prescriptions suitable for this column, together with the solution of each difficulty.

OUR next problem is given below. Exact transcriptions of the prescription are invited *on postcards only* (one attempt), which should reach the Editor, THE CHEMIST

1. Per Amm 40
in crew: 4000 4xV
in all 3 1/2
S B¹² 1 or X
in V 1 1/3
} ———
1 7/8

AND DRUGGIST, 28 Essex Street, London, W.C.2, not later than the first post on Monday, March 23. Prizes will be awarded at the discretion of the Editor.

A DEFICIENCY.—Addressing the Science Masters' Association recently, the Vice-Chancellor of Birmingham University said that he was profoundly impressed very often with the ability of the undergraduate in the faculties of science, but he was no less profoundly depressed by the complete absence, only too often, of any real cultural background to this specialised proficiency in one or two limited branches of science, generally physics and chemistry. He had seen a general knowledge paper set before a large group of undergraduates, the answers to which, and the way in which they were expressed, had made him almost think they were not young Englishmen, but foreigners. Yet many of these were in three or four years going to achieve high honours in the final examinations for the Bachelor Degrees in Science.

The New S.M.C. Syllabus

IT has been known for some time that the examination syllabus of the Spectacle Makers' Company was undergoing revision, and that the standard would be higher. The new regulations for the Fellowship and Honours examinations have now been issued and will apply to all candidates sitting after November 1, the May examinations being the last under the present regulations. While some chemist-opticians will be disappointed that no preliminary examination of general education is required of candidates and that no curriculum at approved schools is ordained, the standard is such that it will be more difficult for the self-prepared student to negotiate the examination successfully. The old division of the examination into two parts, Preliminary and Final, is done away with. There are now three parts:—I, Corresponding to the old Preliminary; II, corresponding largely to the old Final; III, consisting of the anatomy and physiology sections of the old Final together with the ground covered by the Supplemental. (The Supplemental as a separate examination is discontinued.) In most sections the scope of the syllabus is more comprehensive, particularly in visual optics and anatomy and physiology of vision. The elements of general physiology are now required. In addition to the written papers there are practical and oral examinations in each Part. Under the old regulations a candidate could take both Parts of the examination at one sitting, and was credited with any sections in which he satisfied the examiners. Candidates may still (subject to the age limits) take the whole examination at one sitting, but it is provided that no candidate may pass any sections of Parts II and III unless he has, at

the same sitting or previously, satisfied the examiners in all sections of Part I.

OTHER CHANGES

A candidate who fails three times in any section will be required to sit again for the whole of the Part in which that section is included. Candidates may enter for Part I at age seventeen years. The minimum age of entry for Parts II and III is eighteen, but the diploma is not issued until the candidate reaches the age of twenty-one. The exemption from parts of the examination for candidates over forty years of age who have had ten years' optical experience is withdrawn. The only exemption (from certain sections of Part I) now granted is to science graduates who have taken physics in their degree course. A new condition in the agreement which successful candidates are required to sign provides that a diploma holder shall not use his diploma or the letters F.S.M.C. or represent that he is a diploma holder whilst engaged in a business concerned with other than optical service unless he is in charge of, and regularly in attendance at, the optical department thereof. This regulation is in line with those of other bodies against "covering."

HONOURS EXAMINATION

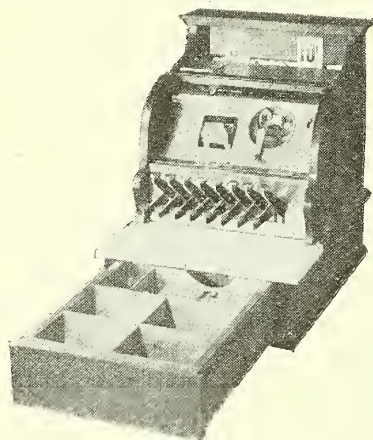
This is now a separate examination, candidates for which must have passed the Fellowship examination at least twelve months previously. It is in two parts:—Applied Optics and Advanced Anatomy and Physiological Optics, in each of which there is a written paper and an oral and practical examination. A wider, more advanced and more precise knowledge of the corresponding sections of the Fellowship syllabus is required.

Trade Notes

FRENAMINE is obtainable from Frenamine Laboratories, 99 Clerkenwell Road, London, E.C.1.

SPEDROL is a cough remedy advertised in this issue by Fredk. Carter, Ltd., 32 Lime Street, London, E.C.3.

A NEW CASH REGISTER.—G. H. Gledhill & Sons, Ltd., Trinity Works, Halifax, have brought out a new cash register.

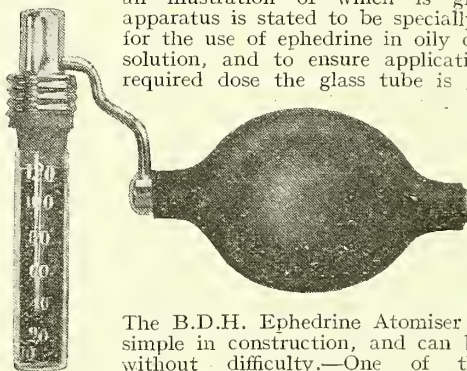


This model has keys for registering the amount of the sale, and tablets for indicating to the customer the sale registered, and the usual cash drawer. Not only does the machine add and carry over transfers from pence to shillings and shillings to pounds, but it can reverse this process. By turning the sub-total key the amount registered on the adder is transferred to printing wheels,

and the sub-total printed on a card; after printing the sub-total this amount is retransferred back to the adder as many times as required until the grand-total key (in possession only of the proprietor or accountant) is used, when the sum of the sub-totals is printed and the adder left at zero. These features

offer a valuable protection, particularly for branch establishments, for the manager can pay into the bank cash from the till and send the printed sub-total to head office every day, but he cannot alter the amount on the adder or set it to zero. This operation can only be done by the authorised person in possession of the grand-total key, when a check total is printed giving the sum of the sub-totals since the last visit. The accompanying illustration shows the register with the cover removed in order to indicate the positions of the sub-total and grand-total keys. The machine is made in four sizes, the smallest registering from ½d. to 3s. 11½d. and the largest ½d. to £3 19s. 11½d.

THE BRITISH DRUG HOUSES, LTD., Graham Street, City Road, London, N.1, have brought out an atomiser, an illustration of which is given. The apparatus is stated to be specially designed for the use of ephedrine in oily or aqueous solution, and to ensure application of the required dose the glass tube is graduated.



The B.D.H. Ephedrine Atomiser is robust, simple in construction, and can be cleaned without difficulty.—One of the latest pharmaceutical products which the company has placed on the market is Ergodex, a liquid preparation containing all the alkaloids present in,

and possessing the characteristic activity of, ergot of rye. Ergodex, which is miscible, stable and highly active, is issued in 60 c.c. amber-coloured bottles. It is administered orally in doses of 10-30 minims. An interesting leaflet giving full particulars is available on application.

SCOTT & TURNER, LTD., Gallowgate, Newcastle-on-Tyne, are again offering a bonus to retailers who make displays of Andrews Liver Salt.

EVANS SONS LESCHER & WEBB, LTD., Liverpool, illustrate in their advertisement in this issue some of the attractive packings of their Elite series of toilet preparations.

We referred in our issue of February 28 to an advertising campaign and special offer being made by Mr. W. H. Thomas, 50 Union Street, London, S.E.1, in connection with the shaving preparations of the J. B. Williams Co. As will be seen from an announcement elsewhere in this issue the public is being offered a

combination package at the price of one of the components. Two parcels have been arranged for the chemist, No. 2 of which carries a bonus in shaving sticks. It will be noticed that the three dozen combination packages are for delivery prior to April 14 and the remainder at a later date. A striking three-fold showcard in full colour is available and a photograph of it is reproduced above.

THE PEPSODENT CO., 8 India Street, London, E.C.3, who have taken the front page of the "Daily Mail" for March 13, have introduced an innovation in their advertising, as the Pepsodent tube and carton will be reproduced in colour.

LECTRA-RAY PRODUCTS, LTD., 3 Fleet Lane, London, E.C.4, in their advertisement in last week's C. & D. (p. 39), called attention to "a beautifully gold-plated and engine-turned" electric comb, the retail price of which is 10s. The lower-priced model has nickel fittings.

PHOTOGRAPHIC BUSINESS.—Hirst, Brooke & Hirst, Ltd., Millgarth Mills, Leeds, remind photographic chemists that a few fine days at Easter will give an immense fillip to the photographic trade and that the company is in a position to meet all orders for apparatus and materials.

MEDICINAL LIQUID PARAFFIN.—We have received from the Cyona Co., Ltd., Didcot, a sample of Silver Disc

medicinal liquid paraffin. The product is packed in a white glass bottle furnished with a cork-lined metal screw cap, in addition to the ordinary cork, and is neatly and clearly labelled.

NEW NORWEGIAN COD-LIVER OIL.—Freudentheil, Smith & Co., 21 Mincing Lane, London, E.C.3, send us a sample of the new Lofoten medicinal cod-liver oil manufactured by Messrs. Brødr. Aarsæther, A/S, Aalesund, Norway. We find the oil to be of good pale quality and quite up to their usual high standard.

A BOOKLET showing what £1 per month will secure in the way of life assurance will be sent to any of our readers by Clerical, Medical & General Life Assurance Society, 15 St. James's Square, London, S.W.1, who inform us that they have distributed more than £1,000,000 among policy-holders as profits earned during the last four-and-a-half years. The convenient method of saving money outlined in this publication is one which most chemists will read with interest.

HEXYLRESORCINOL SOLUTION.—Sharp & Dohme, Ltd., manufacturing chemists, 252 Regent Street, London, W.1, have called our attention to their Hexylresorcinol solution S.T. 37. This is a powerful non-poisonous antiseptic for open wounds, burns and hygienic care of the mouth. Hexylresorcinol solution S.T. 37 has the low surface tension of 37 dynes per centimetre. This increases the penetrating property of the solution through the cell membrane of the organism and materially enhances its germicidal activity. It is also stable, non-irritating, non-corrosive, odourless and does not stain the skin or clothing. It is available in 3-oz and 12-oz. bottles.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1931, p. 345.

(From "The Trade Marks Journal," February 18, 1931.)

"LEEDO"; for india-rubber surgical contrivances (11). By Dor & Katzenstein, 30 Howland Street, London, W.1. 518,992.

"KWIPS" with label design: for sweetmeats (42). By W. King, Roe Road, Northampton. 516,476.

"SHEIK" with picture of same on horseback: for soap (47) and (48). "SWEEPER" with picture of carpet sweeper: "THREE CLUBS BRAND" with picture of two clubs and one card club: for soap, etc. (47) and for perfumery, etc. (48). By Cussons, Sons & Co., Ltd., Moor Lane, Kersal, Manchester. 518,825/826/827/828; 518,911/865.

(From "The Trade Marks Journal," February 25, 1931.)

"SANDOZOL"; for chemicals (1). By Chemical Works Formerly Sandoz, 60 Fabrikstrasse, Basle, Switzerland. 516,847. (Associated.)

"KILAMIC"; for agricultural chemicals, etc. (2). By Murphy & Son, Ltd., Wheathampstead House, Wheathampstead, Hertfordshire. 519,937.

"DETOL"; for agricultural chemicals, etc. (2). By Reckitt & Sons, Ltd., Dansom Lane, Hull. 519,938.

"CONTRACAN"; for medicines (3). By Sunshine Remedies, Ltd., 8 & 8A West Halkin Street, London, S.W.1. 518,525.

"KINA LILLET" with label design incorporating medals and two lions rampant; for a medicated white wine (3). By Lillet Freres, Société à Responsabilité Limitée, Route Nationale, Podensac, near Saintes, Gironde, France. B517,793.

"PRESSPIRIN"; for a medicine (3). By Howards & Sons, Ltd., Uphall Road, Ilford, Essex. 517,955.

"R and C" with label design incorporating name and address of applicant; for medicinal glandular products (3). By Reed & Carnrick, 155 to 159 Van Wagenen Avenue, Jersey City, U.S.A. B516,469.

"MINFOOD"; for medicinal chemicals (3). By United Chemists' Association, Ltd., Priory Court, London Road, Cheltenham. 518,776. (Associated.)

Births

Notices for insertion in this column must be properly authenticated.

COOPER.—On March 9, the wife of D. G. Cooper, M.P.S. (Victor Latty, Ltd., chemists), "Glerdene," Druid Road, Stoke Bishop, Bristol, of a son.

KEALL.—On March 5, the wife of John Keall, treasurer of the Pharmaceutical Society, 68 West Hill, Wandsworth, London, S.W.18, of a son.

MURDOCH.—At 37 Gellymill Street, Macduff, on March 8, the wife of A. H. Murdoch, chemist and druggist, of twin daughters.

Marriages

PERRY—TAYLOR.—At Clarendon Park Wesleyan Church, Leicester, on March 5, Ernest H. Perry, chemist and druggist (director of Walter Rowe, Ltd., chemists), Leicester, to Frances Winifred Taylor.

Deaths

ALLGOOD.—Recently, Mr. Charles Alfred Allgood, chemist and druggist, chief pharmacist at St. George's Hospital, London, S.W.1. Mr. Allgood had been on the dispensing staff of St. George's Hospital for twenty-nine years, and for the past five years had been chief pharmacist. Mr. Robert W. Lindsey, president of the Guild of Public Pharmacists, writes:—

Mr. Allgood was one of our ablest public pharmacists, an enthusiast for his work, a man of charming personality and of sterling character, and one whose loss, when apparently so many years full of useful life and service lay before him, we his colleagues in pharmacy, and especially in public pharmacy, sincerely mourn and regret.

CLARKE.—On March 5, Mr. John Clarke, R.D., late managing director of John Clarke & Co., Ltd., wholesale druggists, 12 and 14 Corporation Street, Belfast. Mr. Clarke was a son of the late Mr. John Clarke, who founded the firm of Clarke & McMullan; when the partnerships in that firm were dissolved, he established the firm of John Clarke & Co., which went out of business in 1911. He was succeeded by Elliott, Thompson & Blair. In his day Mr. Clarke was a very prominent figure in the drug trade. He was a cousin of Mr. Fred Storey, president of the Chemists' and Druggists' Society of Ireland.

COSH.—On January 20, Mrs. Ellen Cosh, chemist and druggist, Lower Union Street, Bristol. Mrs. Cosh qualified in 1901.

D'ARCY.—At Tipperary, on February 26, Mr. Morgan Michael Joseph D'Arcy, L.P.S.I. Mr. D'Arcy, who passed the Licence examination in 1884, was a well-known and successful breeder of horses, and won many prizes at Dublin and elsewhere in competitions.

GLYN-JONES.—At 43 Gordon Square, London, W.C.1, on March 9, Mary, widow of the late Sir William Glyn-Jones, aged sixty-five. Lady Glyn-Jones will be remembered by many London and provincial pharmacists as a welcome visitor at meetings of the British Pharmaceutical Conference and at social gatherings of local associations.

HOLT.—At Cape Town, while on tour, on February 15, Dr. Alfred Holt, M.A., of Rocklands, Thornton Hough, Cheshire. After the war, Dr. Holt formed the company of Holt, Thompson & Co., Ltd., Liverpool, manufacturers of fine chemicals, chiefly salicylic acid. Dr. Holt was a prominent member of the Liverpool section of the Society of Chemical Industry.

LANCASTER.—On March 4, suddenly, Katharine Mary Lancaster (née Lawton), pharmacist, wife of Mr. Harold Lancaster, M.P.S., Lower Wortley, Leeds, aged thirty-four.

MCCREATH.—At 15 Western Road, Birmingham, on February 16, Mr. John McCreath, chemist and druggist, aged ninety.

SHARP.—At Darlington, on March 2, Mr. Charles Armstrong Sharp, chemist and druggist (A. W. Ison & Co., Ltd., chemists, 1 King's Head Buildings), aged fifty-nine. Mr. Sharp acquired an interest in the business of Messrs. Ison about thirty years ago. He was a founder of the Darlington Town Golf Club.

SHAW.—In a Belfast nursing home, on March 8, following an operation, Mr. William Shaw, Ph.C., 216 Grosvenor Road. Mr. Shaw qualified as a chemist and druggist of the Pharmaceutical Society of Ireland in 1891, and had carried on business in Belfast ever since. He passed the Pharmaceutical Chemist examination of the Northern Society in 1927. Mr. Shaw was a member of the Chemists' and Druggists' Society of Ireland, but did not take any active part in public affairs. He was a brother of the late Mr. John H. Shaw, Newtownards Road, who at one time was prominent in connection with pharmaceutical legislation in Belfast.

WILLIAMSON.—The funeral of the late Mr. Lionel Williamson, late managing director of Wilkinson & Simpson, Ltd., wholesale chemists, Newcastle-upon-Tyne, whose death was recorded in our issue of March 7 (p. 278), took place at Hexham Cemetery. Messrs. Wilkinson & Simpson were represented by Mr. J. L. Wilkinson, Mr. H. Wilkinson, Mr. T. M. Simpson, Mr. H. W. Noble, Mr. I. T. Walton (directors); Mrs. C. F. Simpson, Mr. J. A. Doig, Mr. R. Bryson, Mr. W. Snowball, Mr. A. Lee, Mr. E. Brown, Mr. H. Thompson, Mr. A. Rathbone, Mr. J. Carmen, Mr. J. Oliver, Miss S. Wade and Miss A. Hogarth. Others present included: Mr. J. Hall Forster (representing Hall Forster & Co., Ltd., Newcastle); Mr. John Gibson (representing the Northumberland and Newcastle Branch of the Pharmaceutical Society); Mr. T. Bell (representing the Northumberland and Durham Traders' Association, Ltd.).

Personalities

MR. WILLIAM BLAIN, Ph.C., Bolton, has been elected vice-president of the local chamber of trade.

MR. H. CYRIL BOOTH, chemist and druggist, senior pharmacist to the Royal Naval Hospital, Plymouth, has on two recent occasions broadcast extracts from old letters dealing with the history of the hospital.

MR. WALTER F. CLAYTON is retiring after nearly half a century's service in the employ of Burgoyne, Burbidge & Co., Ltd., manufacturing chemists, East Ham, London, E.6. Mr. R. G. Halstead, governing director, presented Mr. Clayton, on March 6, with an oak clock with Westminster chimes, as a token of the regard and appreciation of the directors and all with whom he has been associated for so many years, and announced that the severance from the house of Burgoyne is not complete, so that a characteristic "grip" may still be anticipated by many. Several of Mr. Clayton's *confrères* of the outdoor staff of Messrs. Burgoyne made him a gift of a camera as a mark of appreciation.

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

S/103. Scott's bath salts (Scott Chemical Co., present address)	S/33. Sozal antiseptic wash and dressing
B/272. Deltets plasters	B/103. Sacrool
D/23. Sepail (C.P., Ltd., London) letter file	M/193. Synoxigen
	A/103. Radiophan pills

Observations and Reflections

By Xrayser III

Perfumery and Pharmacy

go well together, as many chemists and druggists have realised to their great advantage. There are others, however, who have yet to learn how profitable the perfumery business can become if properly developed, and such will do well to read your editorial article on the subject (*C. & D.*, March 7, p. 280), as well as your comprehensive review of toilet goods. With regard to perfumes in particular, there is no doubt that they are not displayed to advantage in all pharmacies where stocks may be adequate, and the art of selling them is frequently not developed as it ought to be, perhaps because, as you suggest, chemists are apt not to know so much about the perfumes as is desirable in a salesman. In my experience, there sometimes appears to prevail a feeling that the sale of a bottle of perfume is something outside the chemist's scope, with the result that the salesman allows himself to appear awkwardly unfamiliar with the article he offers to his customer. What is wanted, however, is the spirit that encourages the salesman to present the line as something of which he has made a special study, and to endeavour to sell a ten-shilling rather than a half-crown size. Success in dealing with perfumes and other toilet goods depends largely upon presentation of goods of fine quality, displayed in reasonable variety and offered by salesmen who know all about them and are not shy to the extent of offering small sizes first.

The Wide Change

which has taken place during the last half-century in the general trend of retail pharmacy forms a fitting text in continuation of the article in last week's issue of the *C. & D.* on "Perfumes and Toilet Aids." Mid-Victorian times gave the retailer a few "staples" in these goods. Who among the elderly does not remember the liberal sale of proprietary brands of lavender water, opopanax and other old-time perfumes, while the pharmacist's "otto" cold cream was at all times an unrivalled product. Bulk perfumes formed a prominent display on the counter, and a liberal sale in broken bulk was enjoyed. The "one drop" type in small bottles, and the more expensive kinds packed in attractive containers, which the retailer cannot hope to match, make up for the bygone types upon which the pharmacist with a "nose" for scent was wont to expend his compounding skill. Without doubt, there are

Fashions in Perfume

What may be termed the basic blends made with coumarin, or, better still, from its natural equivalent tonquin bean, have relatively small sales compared to the compounded blends so widely and well advertised. The high rate of excise duty imposed upon perfumed spirits does not seem to have restricted materially the sale of high-priced and high-grade perfumes; but where the need is for a cheap article, ethyl alcohol is too dear for preparing such a product. It is an open question whether isopropyl alcohol can be substituted for ethyl alcohol. I do not think it can. There is a something about ethyl hydroxide as a basis for perfumery for personal use, and in the case of eau-de-Cologne for sick-room purposes, which no substitute provides. Indeed, I have heard many expressions of complaint as to the quality of "Cologne" made with isopropyl alcohol: "it is not the same as I have used before," states a customer—the first and final arbitrator in a purchase. The conscientious vendor may explain that such a perfume will do for the bath, and probably the toilet, but not for bathing the "fevered brow." Compounding perfumes to match odours used to be one

of my little hobbies—when spirit was carrying a duty below ros. a proof gallon. The experimental small lots were ultimately consigned to an "omnibus" stock bottle, from which could be taken the needful blend to fill any occasional demand at a price now out of the question.

Satisfactory Results

are reported by the Pharmaceutical Distribution Committee for the past year (p. 261), and chemists on the panel will be cheered accordingly. There is a surplus, after paying last year's N.H.I. accounts in full, equivalent apparently to approximately an extra penny on the average dispensing fee. It is also encouraging to learn that the Retail Pharmacists' Union is taking prompt steps to prevent, if possible, revocation of the clause in our terms of service which forbids the allowing of discounts and dividends to customers who bring N.H.I. scripts to be dispensed. In view of the fact that the clause forms part of our terms of service, it should be possible to present a strong case against its revocation without our consent, and I shall hope to see appropriate legal proceedings instituted if necessary. Ministers of the Crown who alter statutory regulations at the behest of supporters must be taught where necessary, just like common folk, that a bargain is a bargain and not a mere form of words of no particular account. It is gratifying to observe that the Salford Insurance Committee takes a right view of this matter (p. 264) and has entered an official protest against the proposed injustice.

Doctors' Dispensing

is a practice at which we are prone to cavil, but it serves a useful purpose on the whole; and I feel disposed to agree with your correspondent to whom it seems unreasonable that a fully qualified pharmacist should, as a matter of course, be employed in every doctor's surgery (*C. & D.*, March 7, p. 291). Apart from any other reason, it appears to me rather *infra dig.* for a pharmacist to stoop to do such work as a doctor's dispensing involves, or to accept such remuneration as the doctor is likely to regard as adequate for the job. Such medicines as are supplied by doctors to their patients are usually so simple that no question can arise of the extended training of the pharmacist being required for their dispensing. But, if the public welfare is to be properly safeguarded, the doctor and his surgery should, I think, be subject to as stringent conditions as the chemist and his pharmacy. There should be the same rules regarding labelling and recording and similar arrangements for inspecting the place and the work. With the expansion of the National Health Insurance system and the gradual diminution in the number of patients for whom the doctor can dispense, a time must come when he will decide that the game is not worth the candle, and this can be hastened by imposing as stringent conditions upon dispensing in surgeries as in pharmacies. The same argument applies to the sale of poisons by unqualified dealers. Let the latter be compelled to keep all packages containing poison under lock and key, to register all sales, and to be subject to inspection regularly. Then we are not likely to find an inordinate number of unqualified persons nibbling at this poison business, particularly if chemists and druggists play the game and stock the articles which the public has found it necessary to purchase elsewhere.

HINC ILLE LACHRYMÆ.—Commenting on the proposed petition of the Institute of Chemistry, the "Cambridge Daily News" says that the Pharmaceutical Society takes "strong exception to the tears in which it is drafted"



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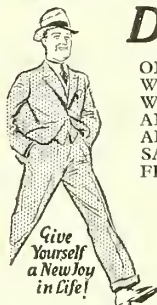
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Editorial Articles

The Dispensing of Medicines

ONE of the most unsatisfactory definitions in the Government Pharmacy and Poisons Bill is the one attached to dispensing. It is:—

"Dispense" means the supplying of a poison on and in accordance with a prescription duly given by a qualified medical practitioner, a registered dentist, or a registered veterinary surgeon.

The Pharmaceutical Society, on the other hand, defines the word thus:—

"Dispense" means the supplying of a drug or medicine on and in accordance with, etc.

Clearly there is a great difference between the two ideas. In no circumstances should the first definition be allowed to stand unchallenged. The second also appears to be unsatisfying, but no doubt this was solely on account of the use of the word "compounding" in the text of the Society's alternative

Bill. It brings us up against what, actually, a pharmacist is trained to do. "The supplying of a drug or medicine" without specification of compounding indicates a state of affairs which can give no satisfaction to anyone. The routine work of mixing together in a suitable manner various ingredients specified on a prescription is only a small portion of a pharmacist's duties. We can at once grant the conception implied in the term "supply"; but this may have to be thrown over, and then it becomes necessary to give to the term "dispense" a wider meaning than is contained in the Government definition. From a variety of sources we learn that considerable difficulty arises over the word "compound." We can readily understand that if it is left alone in such a phrase as "compound or dispense" there is an unanswerable case against it: those who asked for it might look foolish. At the same time, dispensing is insufficient unless compounding is brought in somewhere. What is sought is something to cover the compounding and dispensing of medicinal substances on medical requisition, irrespective of whether the requisition is in the form of a prescription or merely a written or verbal order. There is much more skill and technical knowledge required to prepare an intravenous injection than to mix a few pharmacopœial substances together.

A Narrow Definition

The case for the pharmacist cannot be left as comprehended within a simple definition of dispensing as limited to poisons. It is this narrow meaning which has clung to pharmacy ever since the Act of 1868, and Government draftsmen cannot escape the limitations even in 1931. The whole art of preparing medicaments for administration is within the ambit of pharmacy; and any definition in a new Pharmacy Bill which detracts from this will only make it more difficult to state clearly the objective of the pharmacist in seeking to place his profession on sound foundations. The application of the range of knowledge required by the Pharmaceutical Society should not be canalised into one phase of his duties, no matter how important that phase may be. It were better to think in terms of the Government Bill as a Poisons Bill only, and cut out "Pharmacy" from the title altogether. There is no trace of pharmacy in the Bill, so why pretend there is? If we think (and act as we think) that this is a simple Poisons Bill, little harm can result from the attempt to define "dispense" as in our second quotation above. The definition would refer only to the application of the Bill, and not to the general practice of pharmacy. The danger of stereotyping meanings arises from the somewhat cumbrous method of the Pharmaceutical Society to get some pharmacy within the Government Bill. Surely it would be better to be specific in our objection to the term "pharmacy" being applied to disciplinary clauses, and treat this Bill as a Poisons Bill only. The issue would be simpler, as we could oppose the whole Bill then on the ground of strong resentment against further regulations, inspections and similar bureaucratic methods of Government—or we could say that it is a desirable change in the interests of the community. We should know where we stood; but trying to get incomplete ideas on the practice of pharmacy grafted into an Act of Parliament will only

make progress towards full professional recognition as slow as at any time during the last sixty years. It is so much easier to oppose an unwanted and uncalled-for Poisons Bill; and the only tolerable possibility should be for the Government to offer a *quid pro quo*, as in the Dental Bill, give a true Pharmacy Bill, and allow pharmacists a place in the sun. The narrowness of the outlook on dispensing would vanish, and pharmacy might reach a final standing comparable with that of other allied professions.

The Objective

The objective, then, should not be reservation of dispensing only, but, to quote an old slogan, pharmacy for the pharmacist. We were always told that this slogan was foolish; it was as much so as other slogans were and are. The point of value in it is to focus our attention on a most desirable end, i.e., the conception that pharmacy really does mean more than reservation of dispensing, whether it is supplying poisons or drugs or medicines. The art of dispensing is more, infinitely more, or why do men write treatises on the subject? The first thing is to get rid of the fear of claiming too much. No medical man can rightly apply any drug for the relief of human suffering without calling in the aid of pharmacy. Pharmacologists will tell him how drugs may act, but pharmacists will tell him how best to get preparations to produce the desired action. So long as medical men think of the pharmacists as dispensers who supply drugs and mix together a few galenicals and chemicals in a compatible form, so long must we put up with the pestilential interpretation that we are purveyors of poisons to the nation. We should not blame Governments or Government departments; it is within ourselves that the fault lies. To look at the syllabus of the examinations of the Pharmaceutical Society and then conceive ourselves as only equipped to supply drugs and medicines—our own official conception—is to cultivate a negation, the hindrance to all progress in our profession. The moral is to ignore petty conceptions and come down to pharmacy in its widest sense. All drugs and forms of application of those drugs can properly be prepared only by the men and women trained for the purpose. A main idea is that dispensing, compounding and selling of poisons are, in a sense, just as much side-issues as preparing toilet preparations. We have the training and knowledge to prepare these things for human needs. If we conceive of this Poisons Bill as trimmed of its falsity, we know where we are and how to react to it.

Corn in Egypt

THE workings of the human mind are always more or less varied and unintelligible outside its own cranium; but the workings of the official pharmaceutical mind are quite exceptionally mysterious and delusive. Were it not so, we should have expected the appearance of a three-column article on the Council's Pharmacy and Poisons Bill in "The Lancet" of February 28 to have produced a complete change of heart and mind at Bloomsbury Square, with a determination to fight at all costs the astonishing Bill produced by Whitehall—which we were blandly given to understand until a few weeks ago was wholly favourable to the chemist and druggist, and acceptance of which was enjoined as the only way of salvation. We do

not know what friendly influences, if any, may have assisted in bringing about the publication of this article; but assuming that the article was altogether uninspired, we cannot help wondering whether the writer in "The Lancet" had not been reading recent articles in THE CHEMIST AND DRUGGIST, and particularly the extracts we printed from the scathing analysis of the "Justice of the Peace." Be that as it may, we welcome the outspoken article in "The Lancet," and hope that its sound common sense will burn its way into the intelligence of the apologists for the Society's half-hearted alternative Bill. We naturally expect "The Lancet" to ask that "the rights of medical practitioners" be "not encroached upon in any way"; and we note the approval given in that journal to the proposal that "in hospitals dispensing must be undertaken by or under the supervision of a chemist, but that elsewhere, for instance, in doctors' surgeries, it must be done by or under the supervision of a chemist, or for patients under their care, by or under the supervision of a medical practitioner or dentist." But what does Bloomsbury Square think of this:—

"Unfortunately, since the legislation of 1908 substantial vested interests in the sale of arsenical and other poisonous preparations for use as weed-killers and sheep dips have been created; and while the Council would wish to oppose the clause in the new Bill which perpetuates the practice of distributing large quantities of dangerous substances by the hands of the unqualified, it feels that it would be quite useless to make a show of opposition which could not be upheld."

That fatal notion that it "would be useless" to make a "show" of opposition to the sheep-dipping and weed-killing interests lies at the root of all or most of the trouble of to-day. We are told, however, that "the Council intends . . . to press for an amendment requiring the licensing authorities to refuse applications where the reasonable requirements of the public are already met, and to restrict the granting of licences for agricultural and horticultural poisons to people having a bona-fide business in farm and garden accessories." No wonder that "The Lancet" does its best to put courage and common sense into the minds of pharmacists and others by adding this comment:—

"It is indeed a pity that vested interests should take precedence of public safety, but the Society's Council, having fought so hard in vain in the past, has apparently given up the struggle. We may at least insist that licensed sellers of these poisons will be required to observe strictly any regulations that may be made as to conditions of sale and storage. It should be impossible for a package of arsenic to take its place side by side with a bag of flour in the tradesman's delivery van. Some steps, too, should be taken to prevent the householder who buys arsenic to kill the weeds in his garden from storing the deadly substance in his pantry—even though the Englishman's home is his castle."

If we could only feel that the Pharmaceutical Society would "buck up" and follow "The Lancet's" lead we should sleep more soundly.

Medical and Dental Registers

THE Medical Register for the year 1931 has just been issued (21s., Constable & Co., Ltd., 10 and 12 Orange Street, London, W.C.2) by the General Medical Council. The total number of names contained in the register is 55,291, an increase of 421 on the number at the end of 1929 and of 1,151 on the average of the last five years. Registrations during the year number 1,490; this figure is 80 more than in the previous year and 233 less than the average for the past five years. The names of 1,105 medical men have disappeared from the Register during 1930 (143 more than the average for the past twenty

years). The usual legal, statistical and other information is included in the volume. The Dentists Register for 1931, also issued by the General Medical Council (12s., Constable & Co., Ltd.) contains 14,422 names (14,381 in the previous year), of whom 6,862 are registered with medical, surgical or dental qualifications, and 6,858 under the provisions of the Dentists Acts, 1878 and 1921. During the past twelve months 253 persons have been registered with qualifications and twenty-seven under the Dentists Act, 1921. In addition two Colonial and one foreign name have been added. The number of names removed from the Register is 548; of these 378 were deleted under Section 7 of the Dentists Act, 1921, and twenty-four under Sections 12 and 13 of the Dentists Act, 1878. The Local List at the end of the volume gives under town headings the names of the dentists practising in each place. An inset in this Register gives a list of bodies corporate carrying on the business of dentistry on January 1, 1931, and of directors of such bodies kept under Section 5 (1) (b) of the Dentists Act, 1921. The Lists of Medical and Dental Students (Constable & Co., Ltd., 7s. 6d.) registered during last year give the names of 1,792 medical and 306 dental students; in 1929 the respective figures were 1,502 and 298.

The Advance in Bismuth

By the advance of 6d. per lb. in the price of bismuth metal last week, a new departure was made, inasmuch as previous changes have never been less than 1s. per lb., and on a few occasions as much as 2s. 6d. per lb. under exceptional circumstances. So far as can be ascertained this is the first occasion that the price has been on a 5s. 6d. basis and is a recovery of 1s. 6d. per lb. from the record low level of 4s. which was current for about six months until November 20 last. Evidently an adequate outlet is being secured by the Bismuth Association, and there is reason to believe that there has been a falling off in production in consequence of the depression in the tin mining industry, which has now been placed under compulsory restriction by the Governments concerned, including Bolivia. It is common knowledge that in recent years the position of the International Bismuth Association had been weakened to some extent by a certain growth of outside competition, but we are given to understand that the Association has now secured control of some of the outside sources of supply, and to that extent it is presumably in a better position to exercise its control over the market. The current price may be considered very moderate compared to what it formerly was, having varied up to 12s. 6d. per lb. in the year 1925 and the earliest part of 1926. This was also the highest figure reached in the war period. The renewed advance in the price of metal leaves the price of bismuth salts unchanged, and no move is likely to be made at present. We give below the official home statistics of more recent years or so far as they have been published:—

Metallic Bismuth			
Lb.	1927	1928	1929
U.K. imports ...	163,219	36,647	42,199
U.K. exports ...	194,727	86,363	112,445

Unfortunately there are no up-to-date statistics available to throw light on the present position of the market.

TO-DAY'S WISDOM.—"While The Chemist Pounds Your Prescription."—Headline in the "Daily Express."

TOUR IN GERMANY.—The "Schiller Akademie," in Munich, an organisation of culture under the patronage of Dr. Gerhard Hauptmann, Professor Dr. Hans Pfitzner and Dr. Richard Strauss, is arranging this summer a tour along the Rhine, through the Black Forest, to Munich and the Bavarian Highlands. In all the towns to be visited, arrangements will be made for a detailed inspection of all matters of interest, festivals, etc. On the return journey an excursion may possibly be made to Berlin and North Germany. Detailed prospectuses may be had post free from the "Verwaltung der Schiller Akademie," München-Grünwald, Germany.

The Value of Your Windows

By GEOFFREY A. N. HIRST,

Governing Director and Sales Manager of Hirst, Brooke & Hirst, Ltd.

IT is well known, though unfortunate, that even in these days of extreme and enforced competition there are still many pharmacists who under-rate, and in some cases even ignore, the tremendous selling value of the well-dressed shop window. Visits to, and conversations with, chemists have made it plain to me that there does not at the present exist any kind of agreement upon the subject, though there are, I am pleased to say, many who do believe in and use their windows as a selling force and who do, I know, unanimously agree that the assistance of such a window and the resultant generally improved tone of the shop, well warrants the small amount of extra trouble expended. Advertising is the spirit of the age and the only successful method of advertising for the chemist is to display his goods under the eyes of his customer in a sufficiently attractive manner to inspire a wish to possess the article exhibited. The public of the present day are becoming more and more inclined to shop "through the window"; many inquiries originate from a customer seeing some line tastefully displayed before him. How often does a first impression bear on a complete transaction? The public expect a chemist's more than any other to look neat and spotless, and the number of new customers lost by an untidy and unattractive window must be immense. If his windows are just ordinary then the place is judged as just ordinary, but if they are apart from the usual, always novel, attractive and interesting, then the shop will create a good impression and be looked upon as being abreast of the times, thus appearing attractive to the shopping public. The public will always judge a shop by its displays, as they are the outward and visible sign of the spirit of the place.

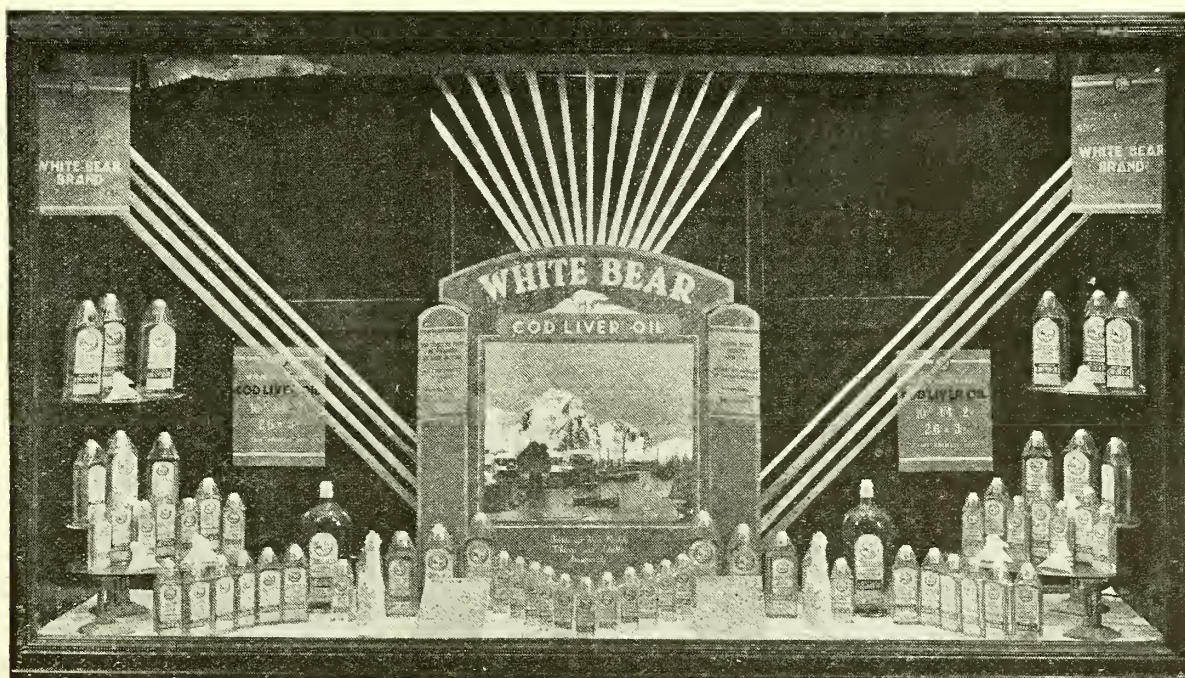
DISPLAY PROBLEMS

Now the question arises as to what kind of display is the most successful? Each has his own ideas on the subject, and the more original the idea the more

successful it will probably be, but a general rule, and almost an infallible one, is "Stick to the Open Display." By this I mean that it has been proved a failure to fill a window with a host of different lines and a fallacy to think that the more you display the more you sell. It is infinitely better to give prominence to a few selected lines and change it every month or so, if time permits. The articles then displayed will stand out and will really be seen, whereas in the old method nothing was really seen, but only a general impression made. Before commencing to dress the window, there are three points which must be decided beforehand. The first is the colour scheme. This can only be decided after the inspection of the goods chosen for display, which should be, if possible, of a general colour in harmony with the scheme. The background to the window is of great importance. If the chemist has a choice in the matter, there is little doubt that a light wood made in three panels is the best. It has the advantage over mahogany and other darker woods, because the latter are inclined to reflect the light and detract from the display. Mirrors make an excellent background for many goods, but there are so many displays for which they are not suitable, that it is preferable not to have mirrors as a permanent background for a window. For a special background crêpe paper or some material with a like effect may be used in many excellent ways. In any case, from time to time it is of enormous advantage to have a special background, particularly if the display is of a topical nature. In regard to the general colour scheme, a final word of warning must be given. Many an excellent display is spoilt by too vivid a background, which, after all, should be in perfect harmony or quiet contrast to the rest of the display.

THE LIGHTING

The most effective method of lighting a window is by gas filled electric lamps in large reflectors, placed in such a position as to cast their light upon a dis-



play from some point or points hidden from the view of the onlooker. One still sees naked lamps hanging in the window. It is obvious that these lamps must detract from the effect. The eye automatically concentrates on the most outstanding point, whatever it may be. In this case, the visible lamp which becomes a veritable cynosure, dazzling the eyes and utterly destroying the effect of the display. Many marvellous effects may be obtained by means of a more expensive apparatus, such as spot lamps and flashing lamps, some of which would repay their initial cost many times over. Then, finally, there is the question of the height of the display. With a few exceptions this

should not be built above a height of more than four feet. When the window possesses a higher frontage than this, an attractive pelmet may be used with good effect. Whatever the display may be it is often wise to have some outstanding article which stands out prominently to attract the eye. Often this prominence can be accentuated by means of a showcard hung at the back of a window with streamers of crêpe paper converging from it on to the article to which you wish to attract the attention of the public, or at night this may be done by means of a spot lamp directed on to the article. Around this may be built up the remaining articles for the display.

Immunity to Disease

A MEETING of the Manchester Pharmaceutical Association and District Branch of the Pharmaceutical Society was held at the Houldsworth Hall on March 5. The chair was taken by Mr. E. Stabler, president of the Association, who, in introducing Dr. J. S. Taylor, assistant medical officer of health for Manchester, said they were honoured in having him to address their meeting on such an important subject. He asked Dr. Taylor to deliver a lecture on

Immunity to Disease and Methods of Procuring This.

Dr. TAYLOR described immunity or resistance to disease or to a given organism and its toxins, either under natural conditions or under conditions experimentally produced, as the foundation of preventive medicine. He dealt with sanitation and hygiene in relation to their effect on health and the prevention of disease. The various kinds of immunity may be of the briefest period or extend to a life-span. It is therefore a relative term. It may be natural or acquired, active or passive, local or general, pure or mixed, specific or non-specific, family or racial, brief or lasting, strong or weak. The lecturer proceeded by diagram to show what he meant by these terms. He then described how acquired immunity in an animal is produced, either by its passing through an attack of disease or by means of artificial inoculation. Thus one attack of small-pox, typhoid fever or scarlet fever protects for a life-time. It is not so with erysipelas, influenza, diphtheria and pneumonia; a patient may suffer from several attacks. Dr. Taylor described how poisonous toxins are neutralised in the body, this being well seen in lobar pneumonia. The battle between the invading organisms and the rapidly mobilising defensive forces goes on. The pyrexia continues. Suddenly, on the eighth day, the crisis occurs. The cure depends on the production of a sufficient number of sufficiently powerful antitoxins. After such an attack we are left with an immunised subject. The patient will remain non-susceptible to that disease until such time as all the antibodies have been eliminated from the system.

The lecturer then dealt with artificially acquired immunity, which is obtained (a) by injections of the causal organisms either in an attenuated condition or in subinfectious doses, or (b) by sublethal doses of their toxins, the word being used in the widest sense. Such methods constitute the means of preventive inoculation or vaccination. He went on to describe passive immunity, how it was produced and the effects obtained.

SMALL-POX

In dealing with the application of these immunising methods on the great epidemic diseases which used to sweep over whole continents, one must first consider small-pox, this being the great example of active artificial immunity. In this country, in pre-vaccination days, it was an established fact that every person would be attacked by small-pox at some period in life. When the disease appeared in a district the population was divided into two classes, those who had survived an

attack and those who had not suffered from the disease. The latter, naturally, were the children born in the interval following the previous epidemic, and thus the incidence fell mainly on the young; 70 per cent. of the mortality was in children under five years old. From 1660 to 1810, out of every thirteen deaths in London, one was due to small-pox. Jenner found in 1798 that persons who had suffered from cow-pox were non-susceptible when exposed to small-pox. In 1807 the Royal College of Physicians strongly recommended this practice of vaccination, and by 1835 the average annual deaths per million from small-pox in London had been reduced from 2,040 (in 1810) to 830. Further statistics were given by the lecturer to prove the value of vaccination. In the nineteenth century the medical officer of health was occupied with the extensive provision of sanitation and of pure water supplies, the destruction and replacement of insanitary houses and the supervision of food. In 1877 Bolton began the era of the notification and isolation of infectious disease with terminal disinfection of contaminated articles. Dr. Taylor described the valuable work done by Haffkine with his then newly discovered vaccine in dealing with plague in the Punjab in 1902-03.

TYPHOID

In 1896 Sir Almroth Wright began the practice of anti-typhoid inoculation, and nothing but the timidity of the Army Council and its advisers prevented the use of this method during the South African War. There were 57,686 cases of typhoid fever among the troops; 31,000 were invalided home and 8,225 died, a mortality of 2,100 per 100,000 soldiers. In the European war the mortality rate in the inoculated American Army was 5 per 100,000. During the war only 213 British soldiers died of enteric fever in France, although the British troops averaged 1,568,675 in the field. The French began to inoculate only in 1915, by which time 96,000 French soldiers had contracted the disease and 12,000 had already died.

In 1896 Haffkine prepared a vaccine to protect against cholera, and at once had an opportunity of testing its efficacy in Japan. In the district of Riogo during the epidemic of 1902 the number inoculated was 78,000, and only forty-seven (0.06 per cent.) took the disease. In 825,000 persons not inoculated 1,152 (0.13 per cent.) were attacked. In conclusion, Dr. Taylor mentioned that diphtheria and scarlet fever are receiving the attention of practically all medical officers in all countries at present. The newer knowledge of these diseases has shown that they can and should be stamped out.

At the conclusion of his address several questions were asked by members of the audience, and were answered by Dr. Taylor in a very lucid way.

Mr. E. H. SIMMONS proposed, and Councillor R. G. EDWARDS seconded, a hearty vote of thanks to Dr. Taylor for his exceedingly instructive and interesting lecture.

Dr. TAYLOR, in reply, said he had tried to make a dry subject interesting.

Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students," 'The Chemist and Druggist,' 28 Essex Street, London, W.C.2."

Report on the February Analytical Exercise

THE powder distributed to students on February 10 contained two parts by weight of bismuth oxychloride, one part of stannous chloride, and seven parts of potassium chloride. The calculated composition of such a mixture is:—

Bi	16.0
Sn	5.3
K	36.7
Cl	39.2
O	1.2
H ₂ O	1.6

100.0

Careful testing resulted in faint indications being obtained of ammonium and of the nitric acid radical, both of which probably owed their presence to the employment of bismuth nitrate and ammonium chloride in the preparation of the bismuth oxychloride.

Samples of the powder were distributed to fifty-six students and twenty-two reports were received for examination. Chloride was reported in every instance and potassium in all but one, while five students missed the bismuth and twelve the tin. The slight evolution of water on heating the powder was overlooked by ten students. Constituents reported, but not actually present, included mercury, antimony, zinc, manganese and magnesium, and the radicals of phosphoric, sulphurous, carbonic, acetic, and oxalic acids.

PRIZES

The First Prize for the best analysis has been awarded to:—

MARGARET W. NIVEN, care of Jolly, 87 Gray Street, Broughty Ferry, Angus.

The Second Prize has been awarded to:—

RONALD HUTTON, 22 Grange Avenue, Marsden, Huddersfield.

First Prize.—Any scientific book that is published at a price not greatly exceeding fifteen shillings may be taken as a first prize.

Second Prize.—Any scientific book which is sold for about seven shillings and sixpence may be taken as a second prize.

The students to whom prizes are awarded are requested to write at once to the publisher, naming the book or books they select.

MARKS AWARDED FOR ANALYSES

I. Correspondents who have not passed in Chemistry:—

M. W. Niven (1st Prize)	95	Reh	68
R. Hutton (2nd prize)	91	Die Chemie	67
In utrumque paratus	90	Galena	67
Acridine	88	Sperans	67
Prof. P.	70	North Regional	65
Roygbiv	70	Rudie	64
Tryer	70	Skolto	64
		E. A. T.	48

2. Correspondents who have passed in Chemistry or who have not indicated that they have not passed:—

[No Name]	88	Paddy	72
Jap	77	P. H. D.	70
Telegram	74	Quaesitor	69
Optico	73		

(To be continued.)

Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts.

Local Reports

ENGLAND AND WALES

Croydon.—At a meeting of the Insurance Committee on February 6, a report was received from the Pharmaceutical Service Subcommittee relative to a prescription dispensed at a local branch of a firm of chemists. The report was occasioned by a discrepancy in the proportion of an ingredient of a mixture; the analyst estimated that the mixture contained 128.5 gr. instead of 160 gr. of potassium bromide. The Subcommittee reported that the representatives of the chemists had expressed regret for the discrepancy. The Subcommittee recommended that the chemists be censured and warned.

London.—A meeting of the London Pharmaceutical Committee was held on February 17. The reports of the Central Checking Bureau for the months of August and September 1930 showed that the margin of error in pricing was 0.05 and 0.03 per cent. respectively. The secretary reported, *inter alia*, on the results of investigations on illegible prescriptions and irregularities in the service, and that liver extract had been added to the special list of preparations included in the distribution scheme. Comparative figures from January to November 1929 and 1930 are as follows:—

	1929	1930
Total number of prescriptions	8,301,960	7,414,928
Cost of ingredients	£119,989 10s. 5d.	£101,312 15s. 6d.
Dispensing fees	£154,248 6s. 1d.	£134,152 19s. 10d.
Average cost of ingredients	3.47d.	3.28d.
Average dispensing fees	4.46d.	4.34d.
Number of persons on list	1,843,068	1,891,088
Average prescriptions per person	4.50	3.92

The secretary's report was adopted. With regard to the proposed revision of the National Formulary the Committee decided to refer this matter to the standing subcommittee for consideration and report. It was also decided to continue the special dispensing facilities arranged for a district in the South-East of London. Particulars of eleven cases under the testing scheme were reported. Seven chemists were censured, three were cautioned, and in the remaining case it was decided to take no action.

Surrey.—At a meeting of the Surrey Insurance Committee, recently, reference was made to the number of prescriptions dispensed by chemists which had come up for consideration by the Pharmaceutical Service Subcommittee. It was stated that of 102 cases which went before the analyst only about seventeen came before the committee for consideration. Mr. W. H. Fowler said at the end of the year they would find that there were no more cases than in previous years, and not so many as in other areas. The report was adopted.

SCOTLAND

Prescribing of Insulin

THE Drug Accounts Committee (Scotland) has issued a circular with reference to the prescribing of insulin. The circular states, *inter alia*:—In order to obviate errors it is suggested that practitioners, when prescribing insulin, should keep in view that the minimum quantity procurable in the strength of 20 units per c.c. is a vial containing 5 c.c. or 100 units, while the minimum quantity of the 40 unit per c.c. strength is 200 units, also in a 5 c.c. vial; it is further suggested that when prescribing insulin, the practitioner should merely write the total number of units desired and the strength, e.g., 200 units, 20 units per c.c., or 200 units, 40 units per c.c.—leaving the chemist to dispense the number of vials necessary to provide the required amount.

Trade Report

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling, packing, etc. Qualities of chemicals, drugs, essential and fixed oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

28 Essex Street, W.C.2, March 12

THE rather better general demand for many articles noted last week continues, and manufacturers also report more activity. We have already called attention lately to the smallness of spot stocks, and we understand difficulty has again been experienced during the past few days in obtaining prompt requirements of a number of items. In crude drugs, nux vomica appears scarce, and the quality offered is very poor. Cassia fistula seems to be entirely wanting. Menthol commands interest, and is still controlled by buying from Japan; there is also a good demand for dementholised peppermint oil on the spot, which is still being bought by Japan. Sicilian lemon is dearer in some quarters. Norwegian cod-liver oil is higher on continued poor fishing. Ipecacuanha is none too steady, with a number of arrivals taking place. Among the aromatic seeds about the only change is a firmer tone in Morocco cumin. Business in pharmaceutical chemicals is fairly good considering prevailing conditions, and values are mostly well maintained; foreign cream of tartar, however, is substantially lower. Vanillin has been in good demand, and salicin is unexpectedly lower. Among industrial chemicals, a slight improvement in demand is reported, with no price changes of importance. Cresylic acid is the turn steadier. Among the fixed oils a much better tone is evident, and quite a number of products show a recovery in value, and are firm at the close. These include castor, coconut, cotton, palm kernel, palm, rape, linseed and turpentine. A very firm undertone is reported in oil seeds, and prices of several at the source are higher than London parity. A striking feature was the buoyancy in shellac now indicating a total recovery of about 20s. per cwt. from the lowest seen early in the year, this being due to active speculative support and forecasts of a reduced crop. There was also a moderate rally in sugar with an advance in British refined due to more active trade buying.

Higher	Firmer	Easier	Lower
Anise, star, oil Cassia oil Cod-liver oil Menthol Peppermint oil (Jp. dementh.) Saffron Shellac Sugar (London ref.) Turpentine	Caffeine Cassia oil Cumin seed Geranium oil (Bourbon) Rape oil Steadier Antimony Cresylic acid Palm kernel oil	Broom tops Coconut (desicc.) Peppermint oil (Amer.) Pimento Rubber Valerian (c.i.f.)	Benzol Cream of tartar Platinum Salicin

A drug auction will be held next Thursday, March 19.

Cablegram

BERGEN, March 11.—The catch of cod since the opening of the season now amounts to 7,786,000, against 13,395,000 for the corresponding week of last year, and the yield of steam-refined non-freezing oil is 11,096 hectolitres, against 18,477 hectolitres at the same date last year. The market closes higher at about 97s. 6d. to 100s. per barrel c.i.f. for finest steam-refined non-freezing 1931 oil.

Crude Drugs, etc.

ALOE.—Cape spot values are unchanged at 38s. 6d. to 39s. 6d. for No. 1 good hard bright; No. 2 ranges from 36s. 6d. to 37s. 6d. Supplies are now difficult to find at origin, and c.i.f. inquiries are in some cases unanswered.

The recent arrival of 50 boxes of Curaçao has now been cleared and spot supplies are very small. Fine livers at 140s. want finding; intermediate grades are practically unobtainable with the exception of dullish at around 120s. There are no fine quality of Zanzibar skins here. Fair bright part-skinny and part dullish are on offer at £5 10s.; poor manufacturing at 85s. As regards Socotrine, Bombay kags are on offer at £6 5s. for fairly hard bright.

ANTIMONY.—More interest in Chinese refined has been shown on the spot, and the tone is steadier with sellers quoting £25 to £25 10s., delivered warehouse. Cable advices from China were firmer, while second-hand offers have been more restricted, and c.i.f. terms now vary from £22 10s. to £23. Chinese crude is still neglected, and the spot price based on 70 per cent. is nominally £21 10s. English high-grade regulus is £42 to £42 10s., and good ordinary brands vary down to £36. Chinese white oxide on the spot is about £31.

ARICA.—New crop Ceylon just landed is offered at 35s. per cwt.

BISMUTH.—Metal is steady at the recent advance to 5s. 6d. per lb. for five-cwt. lots and over. The trade demand is comparatively quiet.

BROOM TOPS.—Easier prices are ruling this season on account of over-production of the English supplies. Values range from £22 to £23 per ton. Hamburg prices, on the other hand, come in at 36s. 6d. to 38s. 6d. c.i.f.

CADMIUM is steady in spite of the liberal quantities waiting for disposal, chiefly from Australia and Canada, and quotations stand at 1s. 9½d. to 1s. 10½d. per lb. A fair quantity has arrived lately on this side from Scandinavia.

CALUMBA.—Recent arrivals here amount to 200 bags (about 10 tons) from origin of better quality than usual. The value is around 22s. 6d. to 25s. for fairly bright, heavy, natural sorts.

CAMPHOR (REFINED).—Japanese flowers continue in good demand, and are somewhat scarce at 2s. 2d.; ¼ oz. tablets are also selling freely at 2s. 7d.; slabs are slow of sale at 2s. 1d., or 1s. 11d. c.i.f.; flowers are 1s. 11½d., and ¼ oz. 2s. 5½d. c.i.f.

CARDAMOMS are quiet and unchanged. Bold Ceylons-Mysore are 6s. to 6s. 3d.; mediums, 4s. to 4s. 3d.; small mediums, 2s. 9d. to 3s.; and smalls, 2s. 3d. to 2s. 6d. Green Aleppo on spot are quoted at 2s., and for shipment at 1s. 9d. c.i.f. Bombay decorticated seeds is 3s. spot, and for shipment 2s. 7d. c.i.f.

The exports from Ceylon during 1930 amounted to 310,788 lb., against 316,532 lb. in 1929.

CLOVES.—Zanzibar are quiet and unchanged at 11½d. per lb., and to arrive, February-March shipment at 10½d. c.i.f. Madagascar on the spot are 10½d., and for February-March shipment at 10d. c.i.f.

The landings of Zanzibar in London during the week ended March 7 have been *nil* and the deliveries 31, leaving a stock of 590, against 1,621 in 1930 and 1,808 bales in 1929. From January 1 to date landings of Zanzibar have been 384, against 2,742 in 1930, and the deliveries 797, against 2,119 in 1930. Landings of Madagascar for the week ended March 7 were *nil* and the deliveries 28, leaving a stock of 1,116, against 621 in 1930 and 1,774 bales in 1929. Landings of Madagascar this year to date have been 1,042, against 696 in 1930, and the deliveries 867, against 89 in 1930.

COCONUT (DESICCATED).—Market on spot is unchanged at 23s. for fine and medium, and for shipment is a little easier; sellers now offer at 21s. 3d. c.i.f. for March-April or April-May shipment.

COD-LIVER OIL.—After being quite steady with a fair amount of business for immediate shipment, the market closes dearer at 97s. 6d. per barrel c.i.f. for finest new non-freezing steam-refined oil. A Bergen advice dated March 4 states that the fishing in Lofoten is still very poor, and if it does not take a change for the better about the middle of March, the hope of a good fishing is out of the question.

CORN PRODUCTS, ETC.—Guaranteed water-white English glucose (corn syrup) is offered at 18s. 6d. per cwt. for delivery up to the end of March, ex store, London; American guaranteed water-white is also 18s. 6d. net for delivery up to the end of June, ex store, London. Dutch maize starch powder (cornflour) is 11s. per cwt. on the spot and 10s. f.o.b. for shipment. American for delivery up to the end of June is 11s. 3d., ex store, London. Pearl starch for delivery up to the end of June is 10s. 9d. per cwt., ex store, London. Dutch maize starch crystals is 18s. on the spot, and American for delivery up to the end of June is 16s. net per cwt., ex store, London. Dutch dextrin is quoted at 18s. to 22s. per cwt. on the spot, as to quality. American canary for February delivery is 18s. 4½d., and March-June delivery is 17s. 10½d., white is 18s. 1½d. per

cwt. net ex store, London, for February delivery, and March-June is 17s. 7½d. per cwt. net, ex store, London. Dutch *farina* is 9s. 6d. per cwt. on the spot, and to arrive 8s. 3d. is quoted f.o.b. Polish is 9s. on the spot and 8s. 6d. per cwt. c.i.f.

DAMIANA LEAVES are steady at 8d. per lb.

ERGOT is unchanged on the spot, though Hamburg reports prices firmer for Spanish and Russian. There is no bold Polish or Russian on the spot, medium grains offering at from 9½d. to 10d. per lb. for good sound. Spanish is 1s. 9d. for fine quality of the last crop.

GUM ACACIA, although attracting little attention, is inclined to fluctuate and is about 6d. per cwt. higher on balance, in spite of the fact that the demand is much smaller. Shippers are inclined to increase prices for any business. New crop Kordofan cleaned for March-April shipment is quoted at 39s. per cwt. c.i.f., and natural at 37s. c.i.f. Spot shows signs of improving, and a fair quantity has recently changed hands at 45s. to 47s. 6d. for cleaned Kordofan, while natural is offered at 43s. to 45s. Good bleached white is unchanged at from 130s. to 137s. 6d. as to quality. Talha is 30s. to 32s. 6d. spot and 22s. 6d. c.i.f.

INSECT FLOWERS are quiet. Dalmatian closed offer at about 85s. per cwt. down to 70s. for "open" on the spot. Japanese offer at 72s. 6d. c.i.f. for usual f.a.q.

IPECACUANHA.—The "Highland Brigado" has brought 46 bales from Monte Video and 11 bags from Rio to London, while the "Denia" has brought 11 bags from Manaos to Liverpool. Market is quiet, with Matto Grosso offering at from 8s. 3d. to 8s. 6d. per lb. as to quality, and Minas is 8s.

MENTHOL.—The price of all positions continues to advance, the demand coming from Japan, the Continent and home trade. Japanese first-hand prices are in the region of 14s. 6d. per lb. c.i.f., with second-hand sellers at from 13s. 10½d. to 14s. 1½d. c.i.f. On the spot business has been done up to 14s. 3d., and further buyers, the price asked being from 14s. 4½d. to 14s. 6d. There seems to be a general inquiry to cover on spot terms forward deliveries for June and September, and quotations are about 14s. 9d. and 15s. per lb. respectively.

MERCURY.—The trade demand lately has been anything but brisk and it is still largely confined to small lots. There has been no change made by the agents of the Combine, who still quote £21 17s. 6d. per bottle net for small lots on the spot, but it is understood that a rebate is being made for good-sized parcels. The f.o.b. price for shipment from the mines is £21 15s. net per bottle. Outside parcels are still being reported, offering on various terms on a fully competitive basis with controlled metal. This, however, refers to North American metal, partly emanating from Mexico and also the United States. In the course of last month 744 bottles were accounted for from these sources, including Chile, and so far this month another 145 bottles have arrived from uncontrolled sources.

PEPPER is quiet. Lampong is unchanged at 6½d. per lb. spot. To arrive, sales include January-March shipment at 6½d. to 6½d., March-May at 6½d. to 6½d., and August-October at 6½d. to 6d. c.i.f. Tellicherry is dearer at 58s. 6d. per cwt. c.i.f. for March-May shipment. Alleppy is higher at 58s. 6d. for March-May shipment. White Muntok is firmer at 10½d. per lb. spot. To arrive, sales include: January-March at 9½d. to 10d. to 9½d., March-May at 9½d. to 9½d., and August-October at 9½d. to 9½d. c.i.f.

PIMENTO is quiet and lower at 4½d. per lb. on the spot, and for March-April shipment 35s. 3d. c.i.f.

PLATINUM is unsettled, and under the influence of the poor progress made with the negotiations between leading producers for a price agreement freer offers were reported and quotations are about £5 10s. to £6 per oz.

RHUBARB.—Canton and Shensi is in short supply; a small arrival of Shensi fairly bold round is held at 5s. Rough round, High-dried is easier c.i.f., with offers of f.a.q. in quantity down to 10½d. c.i.f. for March shipment. Rough round on the spot, pinky fracture, is at from 1s. 4d. to 1s. 6d. Chinese rhapsodia spot is at from 9d. to 10d.

RUBBER is easier, and has declined ¼d. per lb. on the week. The easier tone is somewhat surprising in view of the fact that in the recent wharf fire it is estimated that nearly 2,500 tons were either damaged or destroyed. The meeting between the leading Dutch and British interests, which took place in London last week, has been adjourned for a fortnight, pending further negotiations between the interested parties. Nothing definite will therefore be known as to the outcome of the discussions for some time. Arrivals last week totalled 2,785 tons, whilst deliveries

were 1,519 tons, showing a further increase of 1,266 tons in the stocks. The London stock now stands at 83,451 tons, against 66,418 tons at the corresponding period last year. The Liverpool stock now stands at 45,437 tons. Quotations (Wednesday, 5 p.m.): No. 1 standard ribbed smoked sheet, spot and March, 4d.; April-June, 4½d.; July-September, 4½d.; October-December, 4½d. per lb.

SAFFRON.—The market for the product is very firm in Spain. Owing to the appreciation of the Spanish peseta the price is dearer by 1s. 6d. to 2s. per lb., and according to quality 44s. 6d. to 52s. per lb. is quoted on the spot.

SARSAPARILLA.—The price of genuine grey Jamaica is 1s. 3d. per lb., and not 2s. 3d. as quoted last week.

SEEDS.—ANISE.—Spanish is 47s. 6d., Bulgarian 32s. 6d., and Russian 31s. per cwt. on the spot. CANARY.—Market quiet and unchanged; Mazagan on spot is 23s., Tangier is offering at 21s., and Morocco at 18s. 6d. CUMIN.—Malta on the spot is quoted at 55s. Morocco has been sold at 52s. 6d. The market is firmer owing to reports that stocks are cleared in Morocco. The latest price quoted for shipment is 57s. 6d. c.i.f. FENUGREEK.—Old crop is selling at 16s. 6d. spot. New crop is quiet at 15s. 6d. spot. Tunisian is worth 17s. 6d. on spot. CORIANDER is very quiet at 9s. to 9s. 6d. for good sound seed. CARAWAY.—Dutch on the spot is quiet at 27s. 6d. per cwt. MUSTARD.—English is quoted 23s. 6d. to 32s. 6d., according to quality.

SENNA PODS.—Market for Tinnevely pods is generally firm, with Hamburg buying from the London market; supplies of both hand-picked and f.a.q. are very small and difficulty is experienced in covering requirements. Cabled orders for shipment have been refused by India, and in some quarters rather higher prices are predicted for the coming season's crop. Of Alexandrian pods several arrivals have taken place recently of very fair quality, ranging from 4s. 9d. down to 2s. 6d. as to size and colour. Small green pods can be had around 1s. 9d. to 2s.

SHELLAC.—There has been quite a burst of activity, and prices have advanced substantially. This has been largely the result of strong advices from Calcutta, where the market has been influenced by unfavourable crop news pointing to a considerable reduction in the yield of the main sticklac crop. Another strengthening factor has been the improvement in the American demand, which had been very backward for a long while past. As compared with the lowest point that was reached early this year, there has been a total improvement of about 20s. per cwt. The consumptive demand on this side is more active, but there are still good stocks in existence. The outlook, however, is brighter. Up to 92s. 6d. per cwt. has been paid for usual standard TN orange on the spot; fine orange is 105s. to 180s.; pure button 115s., and AC cakey 107s. 6d. To arrive, sales include February-March shipment at 72s. 6d., and March-April at 73s. to 85s. c.i.f., closing sellers at 82s. 6d., and April-May at 83s. c.i.f. Sales for delivery comprise March at 75s. to 83s. to 84s., May at 76s. to 90s. (closing sellers at 86s.), and August at 77s. 6d. to 93s., closing sellers at 86s.

SQUILL.—Good white is comparatively scarce at 17s. 6d. per cwt. spot. Owing to the unremunerative prices realised by importers of late shipments have fallen off.

TONKA BEANS.—Angostura have been in better demand, and there is only a small quantity of fine bold frosted beans available, for which 5s. 6d. per lb. is wanted. Para is in plentiful supply and vary from about 11d. to 1s. 5d., as to quality.

TURMERIC.—Madras finger is firm at from 24s. to 25s. per cwt. on the spot, and for shipment 21s. c.i.f. is quoted.

VALERIAN ROOT is low in price, around 25s. to 26s. 6d. spot. C.i.f. is easier below these figures at from 20s. to 21s. 6d. c.i.f.

VANILLA.—At the present values the estates are losing heavily and cultivation is expected to be curtailed in consequence of present low prices. Bourbon and/or Seychelles are on offer at around 4s. 9d. for usual good quality, and for manufacturing values range from 2s. 9d. to 2s. 6d. per lb.

Essential Oils

INCREASING demand is to be reported in a number of articles. Star anise is firmer to arrive, and spot demand for leads is better. Cassia is firmer, with more business passing. Bourbon geranium is firm. Lemon is decidedly firmer; other citrus oils are unchanged. Japanese demethylised peppermint is dearer. Juniper berry is lower.

ANISE (STAR).—The advance in silver and improved forward business has put prices up. Leads are quoted at 1s. 10d., tins at 1s. 9d. and drums at 1s. 8d. c.i.f. A good

business has been done in tins at 1s. 8d. c.i.f. On the spot there has been more demand for leads at 2s. 3d. and tins at 2s. 2d. per lb.

BERGAMOT is offered at from 7s. to 7s. 2d. per lb. c.i.f. London, ex producers. On the spot, 8s. to 8s. 6d. per lb. is quoted.

Bergamot oil exported from Sicilian ports in January 1931 amounted to 6,746 kilos, of which 6,713 kilos were for destinations abroad, including: Great Britain, 1,659 kg.; U.S.A., 2,553 kg.; France, 958 kg.; Denmark, 560 kg.; Germany, 339 kg.; Netherlands, 265 kg.; Japan, 100 kg.; Hungary, 100 kg. Exports for January 1930 are given as 28,519 kg.

CASSIA.—Owing to the advance in silver there has been a better demand for forward shipment at higher prices. Sales have been made at 2s. 6d. per lb. c.i.f. and 2s. 7d. c.i.f. is now asked. Quite a fair number of orders have been placed on the spot at from 2s. 10d. to 2s. 11d., and as certain holders have cleared at these prices, 3s. is now asked in other directions.

CITRONELLA.—Ceylon is unchanged at 1s. 9d. per lb. spot, and to arrive at 1s. 5½d. per lb. c.i.f. Java on the spot is 1s. 10d. per lb., and forward 1s. 9½d. c.i.f.

The exports from Ceylon during 1930 amounted to 1,212,107 lb., against 1,189,406 lb. in 1929.

EUCALYPTUS is unchanged at 1s. 2d. per lb. for 70 to 75 per cent., and 1s. 4d. per lb. for 80 to 85 per cent.

GERANIUM.—Bourbon is firm on the spot at from 14s. to 14s. 6d. per lb. C.i.f. offers are few, with previous business at from 11s. 9d. to 12s. c.i.f., and bids are not being accepted. Algerian is firm at 16s. per lb. spot, and 16s. 3d. per lb. c.i.f. has been asked. Stocks in Algiers are reported to be short and one estimate puts them at no more than 30 tons.

JUNIPER BERRY is offered cheaper at 3s. 10d. per lb., ex wharf, London, for B.P. quality.

LEMON is firmer. The Sicilian market is firm, as recently only grove owners were making oil, and it is reputed that a number of exporters have oversold. On the spot, 3s. to 3s. 6d. per lb. is quoted as to seller, and forward prices range from 2s. 11d. to 3s. 3d. c.i.f. for hand-pressed oil. Demand for machine-made oil increases, and 2s. 6d. to 2s. 8d. per lb. c.i.f. is quoted. On the spot, 2s. 9d. is asked.

Exports of lemon oil from Sicilian ports during the month of January 1931 to abroad amounted to 64,373 kilos. The principal destinations were as follows: Great Britain, 33,682 kg.; Germany, 5,888 kg.; U.S.A., 8,431 kg.; Netherlands, 5,335 kg.; France, 3,610 kg.; Denmark, 3,040 kg.; Canada, 1,134 kg. Other exports were 13,898 kg. to Italian provinces, which includes 12,800 kg. to Reggio Calabria. The total exports to parts of the Kingdom of Italy and abroad amounted to 78,271 kg., compared with 97,234 kg. for January 1930.

LEMONGRASS is quoted at 2s. 4½d. per lb. spot, and to arrive at 2s. 4d. per lb. c.i.f.

ORANGE.—Sicilian sweet is quoted at from 7s. 3d. to 8s. 3d. per lb. spot as to seller. To arrive, 7s. to 8s. per lb. c.i.f. is quoted. Bitter is quoted at from 6s. 6d. to 7s. 3d. per lb. spot, and to arrive at from 6s. 3d. to 7s. per lb. c.i.f.

The exports of oil of sweet orange from Sicilian ports during January 1931 amounted to 19,852 kilos, of which 19,121 kilos were exported abroad. The chief destinations were: Great Britain, 5,808 kg.; U.S.A., 4,479 kg.; Germany, 2,920 kg.; Netherlands, 1,880 kg.; Denmark, 1,095 kg.; Australia, 1,021 kg.; France, 1,118 kg. Exports were 18,084 kg. in January 1930.

PEPPERMINT.—Japanese dementholised is dearer. First-hand prices from Japan are now from 4s. 4½d. to 4s. 6d. per lb. c.i.f., and second hands quote 4s. 2d. to 4s. 3d. c.i.f., with buyers at from 4s. to 4s. 1½d. c.i.f. On the spot, business has been done at from 4s. 1d. to 4s. 3d., with further buyers at 4s. 1d. and sellers at from 4s. 2d. to 4s. 4d. per lb. Arrivals of Japanese peppermint appear to have been particularly heavy of late, including 740 cases, per "Katori Maru," from Kobe. American is rather weak and business has been done on the spot at 8s. 3d. per lb. for natural tin oil. To arrive, 7s. 10d. c.i.f. is quoted for tins in cases. H.G.H. is 12s. 6d. per lb. spot.

SPEARMINT is quoted at from 12s. 6d. to 13s. per lb. spot as to seller.

WORMSEED (CHENOPodium) is quoted at from 14s. 6d. to 15s. per lb. spot, and to arrive at from 14s. to 15s. per lb. c.i.f. as to seller.

The following arrivals have taken place from the countries indicated during the period March 4 to March 10, inclusive:—Anise (H.-K.) 25 pkg.; bois de rose (Fr.) 1 dm.; cedarwood (Fr.) 1 dm.; cinnamon (Cey.) 1 cs.; eucalyptus (Aust.) 30 cs.; geranium (Fr.) 3 dm.; lavender (Fr.) 6 cs.; (It.) 2 dm.; lemon (It.) 591 cs.; (U.S.) 6 dm.; lemongrass (Guat.) 1 cs.; lime (B.W.I.) 1 cs.; (Brit. Poss.) 4 cs.;

mandarin (It.) 1 cs.; nutmeg (U.S.) 2 cs.; orange (It.) 8 cs.; patchouli (Fr.) 10 cks.; peppermint (U.S.) 5 cs.; (Jap.) 187 cs.; (It.) 4 cs.; pine (Ger.) 2 dm. 1 pkg.; rosemary (Sp.) 2 dm.; sandalwood (Br. Ind.) 20 cs.; spearmint (U.S.) 5 cs.; undescribed (Ger.) 8 cs.; (Fr.) 13 cs. 1 dm. (It.) 37 cs.

Pharmaceutical Chemicals, etc.

THE general level of values in this section continues to be maintained and the tone is healthy. Business is fairly good considering the prevailing conditions. Cream of tartar shows a substantial decline. Vanillin has been in good demand. Salicin is unexpectedly lower.

ACETANILIDE is quiet: B.P. crystals and powder, 1s. 4½d. to 1s. 6d. per lb. as to quantity.

ASPIRIN.—Satisfactory business continues, with home trade prices unchanged: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 1 lb., 3s. 4d. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; and less than one cwt., 2s. 9d. per lb. f.o.b.; export prices to other destinations are unchanged.

BARBITONE continues well maintained at from 7s. 3d. to 7s. 8d. per lb. as to quantity.

BENZALDEHYDE is now steady on spot at about 1s. 10d. per lb. net for f.f.c.

BENZOIC ACID (B.P.) is being cut for big business: quantities, ex works, 1s. 9½d. to 1s. 10d.; spot parcels, about 1s. 10½d. per lb. ex store.

BENZONAPHTHOL is unchanged on a slow market: spot, 2s. 8d. per lb.

BROMIDES.—These items are now quite steady, while business is of little importance: ammonium, 1s. 8½d. to 1s. 8¾d. to 1s. 9¾d.; potassium, B.P. crystals, 1s. 4½d. to 1s. 5d.; sodium, B.P., 1s. 7d. to 1s. 8d. per lb. as to quantity. Makers' and dealers' prices are about level.

CAFFEINE is firmer: one of the "outside" sources selling rather cheaply has now ceased. Pare is about 7s. and citrate about 5s. 3d. to 5s. 6d. per lb.

CALCIUM LACTATE is unchanged but rather slow: spot, 1s. 1½d. to 1s. 3d. per lb. as to quantity.

CHLORAL HYDRATE continues very steady, with home makers leading the market: duty-paid crystals, 2s. 11½d. to 3s. 1½d. per lb. as to quantity and packing; foreign on spot, 3s. 3d. per lb.

CITRIC ACID (B.P. crystals) is still lacking definite signs of improvement in demand; spot values for foreign remain at about 1s. to 1s. 0½d. per lb., less 5 per cent. for good-sized quantities. English makers quote 1s. 0¾d. per lb., less 5 per cent.

CREAM OF TARTAR.—After some weeks of sluggish markets with prices gradually moving downwards, there has been a considerable break. Foreign is now offered down to 80s. per cwt., less 2½ per cent., for good quantities. The tone is still rather weak. English makers quote 83s. per cwt. less 2½ per cent. discount.

CREOSOTE (B.P.) is offered on spot by dealers at from 1s. 7½d. to 1s. 9d. per lb. as to quantity; business is limited.

CREOSOTE CARBONATE is a slow market, with dealers offering spot at about 5s. 8d. to 6s. per lb., as to quantity.

GUAIACOL CARBONATE is unchanged, with spot quoted from 4s. 3d. to 4s. 6d. per lb. as to quantity.

HEXAMINE.—There is no change to report here; ordinary business is done at about 1s. 10d. to 1s. 11d. per lb. as to quantity, while lower prices are taken for very large orders.

LACTIC ACID (B.P.) is unchanged at the controlled rates of 1s. 11d. to 2s. 1d. per lb. as to quantity; some outside is slightly cheaper.

METHYL SALICYLATE (B.P.) continues to be quoted at 1s. 3d. to 1s. 5d. per lb. as to quantity; business is sustained, with competition very keen.

METHYL SULFONAL is holding on spot, but business is poor: quoted from 12s. 7d. to 13s. 10d. per lb. as to quantity.

PARA-FORMALDEHYDE is holding at last week's cheaper rate of 1s. 4d. per lb. for quantities of 100 per cent. powder, in kegs; small lots, up to 1s. 6½d. per lb.

PARALDEHYDE is dull and unchanged at 1s. 1d. to 1s. 3d. per lb. as to quantity and packing.

PHENACETIN is very steady and business is not at all bad: crystals, 3s. 8d. to 3s. 10½d. per lb. as to quantity, with powder 1½d. per lb. more.

PHENAZONE is unchanged on a steady market, and business is fair: crystals, 6s. 11d. to 7s. 5½d. per lb., as to quantity, with powder 1½d. per lb. more.

PHENOLPHTHALEIN.—The controlled rates of 5s. for two cwt., 5s. 1d. for one cwt. and 5s. 2½d. per lb. for less are being well maintained. Second-hand or supplies from outside sources are no cheaper.

RESORCIN remains dull, with spot prices unchanged at about 2s. 11d. to 3s. 2d. per lb. as to quantity.

SALICIN is unexpectedly cheaper by about 1s. per lb., makers quoting 17s. 6d. per lb., with the usual reduction for quantity.

SALICYLIC ACID (B.P.) is unchanged at home makers' prices: ten cwt., 1s. 5d. up to 2s. per lb. for 1-lb. parcels.

SALOL is steady but dull of sale: quoted on spot at about 3s. 7½d. to 3s. 10½d. per lb. as to quantity.

SODIUM BENZOATE (B.P.) is holding at last week's prices: quantities, 1s. 6½d. to 1s. 7d.; smaller lots, about 1s. 7½d. per lb. ex store.

SODIUM DIETHYLBARBITURATE is steady on a quiet market: spot, from 9s. per lb.

SODIUM SALICYLATE (B.P.) is unchanged for home trade; business seems to have been fair: powder, two tons, 1s. 10d.; one ton, 1s. 10½d.; ten cwt., 1s. 11d.; five cwt., 1s. 11½d.; one cwt., 2s.; 28 lb., 2s. 2d.; 14 lb., 2s. 3d.; 7 lb., 2s. 4d.; 1 lb., 2s. 5d. per lb., with crystals 1d. per lb. more; export prices to all destinations unchanged.

SULPHONAL meets with occasional small demand, with spot at 10s. 1d. to 11s. 2d. per lb. as to quantity.

TANNIC ACID (B.P. *leuciss*) is offered on spot at about 2s. 8d. to 2s. 9d. per lb., with the demand poor.

TARTARIC ACID (B.P. crystals).—Prices are about maintained on the week, while the market has remained sluggish and none too steady: foreign, on spot, 11½d. to 11½d. per lb., less 5 per cent. for fair sized quantities. English makers quote 1s. 0½d. per lb., less 5 per cent. discount.

TERPIN HYDRATE is quiet, with dealers quoting at about 1s. 4d. to 1s. 6d. per lb. as to quantity.

THYMOL is being cut in one or two quarters down to 6s. 2d. per lb. for quantities of synthetic fine white; other holders' minimum price is 6s. 3d. smaller lots, up to 6s. 8d. per lb.

VANILLIN is unchanged at the advances reported last week: some outside parcels may be a little cheaper, but the controlled prices are likely to operate at an early date: ex guaiacal, one ton, 13s.; ten cwt., 13s. 3d.; five cwt., 13s. 6d.; one cwt., 14s.; 56 lb., 14s. 3d.; 28 lb., 14s. 6d.; small lots, 15s. per lb.; ex clove oil, one ton, 14s. 6d.; ten cwt., 14s. 9d.; five cwt., 15s.; one cwt., 15s. 6d.; 56 lb., 15s. 9d.; 28 lb., 16s.; small lots, 16s. 6d. per lb., carriage paid.

Industrial Chemicals, etc.

London, March 11.

A SLIGHT improvement in demand is indicated in reports to hand this week, while prices are being maintained on quotation. There is no change of importance to record. ACETIC ACID continues in moderate demand, with controlled prices unchanged: 80 per cent. technical, £36 5s.; 80 per cent. pure, £37 5s. per ton, in barrels; glacial, pharmaceutical, 99 to 100 per cent., £58 per ton, in glass demi-johns; glacial, in barrels, £47 per ton, carriage paid in U.K. ARSENIC.—There is continued firmness, but only very little business is possible in white Cornish 99 per cent., for which the nearest quotation f.o.r. mines is £19. Offers from Belgium are reported at £17 17s. 6d. to £18, and Mexican high-grade is around £17 15s. c.i.f. Liverpool. FORMALDEHYDE is a keen market. Business seems to have been a little better of late, with most of it done at cut rates: 40 per cent. by volume, £28 to £30 per ton, in casks, ex store: lower prices for large lots. ISOPROPYL ALCOHOL continues in steady call, with prices holding for best quality at 10s. to 10s. 6d. per gallon, in drums, carriage paid; lower prices for cheaper grades. POTASH CAUSTIC.—Convention rates are unchanged, but there are cheaper offers on the market; business is slow: spot, 88 to 92 per cent., solid, £29 10s. to £34 10s. per ton, in drums, ex store; 30s. per ton less c.i.f. in all cases. POTASSIUM PERMANGANATE remains dull, with dealers offering quantities of commercial quality from 4½d. to 5d. per lb. ex store.

COM-TAR PRODUCTS, ETC.—While there is no material improvement in demand to report, conditions are fairly steady and show little change on the week. Cresylic acid is a little brighter and steadier. ANILINE OIL and ANILINE SALT are dull and unchanged. CARBOLIC ACID CRYSTALS.—Business is small, with prices unchanged: five-ton lots, 5½d.; smalls, 6½d., in bulk packing.

Fixed Oils, etc.

THERE is a very much better tone in this market, and a number of products show some recovery in value, and are firm at the close. Castor, coconut, cotton, palm kernel, palm, rape oils and linseed oil and turpentine are all healthy, and some further advances in values are anticipated. ACID OILS.—Prices quoted are about level with the market still slow: coconut and/or palm kernel, 19s. 6d.; groundnut, 15s.; soya, 14s. 3d. spot. CASTOR.—The market shows a good recovery and is now firm: pharmaceutical, 41s.; first pressings, 37s.; second pressings, 34s. per cwt. in barrels on the spot in not less than one-ton lots. COCONUT is much healthier, closing firm: deodorised, spot, 34s.; Ceylon, 23s. 9d. c.i.f. COTTON.—Prices are recovering sharply, and the market closes firm: deodorised, 23s. 6d.; common edible, 26s. 6d.; soapmaking, 24s. 9d.; crude, 22s. 6d. spot. GROUNDNUT is now very steady: deodorised, spot, 32s. 6d.; crude Oriental, 29s. c.i.f. PALM KERNEL.—Prices are well maintained with the market much steadier: deodorised, 31s. 6d.; crude, 26s. 3d. spot. PALM.—Prices for all grades show a good recovery, and the market is healthy and firm at the close: Lagos, 20s.; softs, 19s. 6d.; mediums, 18s. 9d.; hards, 19s. 6d.; bleached, 22s. 6d. spot. RAPE is dearer and closes firm: refined, 34s. 6d.; crude, 33s. spot. SOYA is steady at the lower prices now quoted: deodorised, 27s.; crude, 20s. 9d. spot. LINSEED (raw, naked).—Following on a period of weakness and cheapening values early in the week, the market has taken a turn towards recovery, and closes firm. On spot, 19s. 6d.; March, 18s. 3d.; April, 18s. 6d.; May-August, 19s.; September-December, 19s. 6d.; boiled oil, on spot, 23s. 3d. TURPENTINE.—There was a sharp jump in Savannah from 40 c. to 47 c. on the declaration that naval stores would be definitely regarded and treated as farm produce by the Farm Board, and this was reflected in the London market. Spot closed at 40s. 9d., April 41s., and May-June 41s. 6d. Last week's deliveries were much better at 2,074 barrels, making a total since January 1 of 16,627 barrels, which compares with 17,589 barrels for the same period last year. Stocks were reduced to 48,498 barrels, which, together with 800 barrels afloat, makes the total London visible supply 49,298 barrels, as against 27,534 barrels a year ago. RESIN.—The market followed turpentine under the same influence as mentioned above, and there was more activity, especially in the lower and medium grades. C.i.f. terms were as follows:—American B 9s. 9d., D 10s. 9d., E 11s. 8½d., F/G 12s. 0½d. to 2s. 1½d., M 13s. 2½d., W/G 16s. 9½d., and W/W 18s. 3½d. French has risen in sympathy with American, F/G now being 11s. 7½d., W/G 13s. 6d., and W/W 13s. 9d., all c.i.f. to arrive. WOOD.—Hankow in barrels on spot remains dull at 37s. 6d.

LUBRICATING, MINERAL AND BURNING OILS.—A reduction by makers in their price for standard motor benzol is now reported, and further adjustments of the market are anticipated before values become settled. In other directions the market is unchanged with business rather unimportant. BENZOL.—Makers notify a reduction in their price, and the market is still rather unsettled: standard motor 50's, country, 1s. 2½d. to 1s. 3d. London, about 1s. 3½d. per gallon, ex works, in tank wagons. PARAFFIN WAX AND SCALE.—Wax is dull and unchanged from 1½d. to 4½d. per lb., according to melting point, in bags; scale is unchanged for shipment at about £12 per ton, c.i.f. U.K. port. WHITE OILS are still decidedly quiet, but unchanged: special No. 1, £23 17s. 6d.; No. 1, £23; No. 3 half-white, £19 17s. 6d.; No. 4 half-white, £17 17s. 6d. per ton, in free drums, and barrels, ex wharf. PETROLEUM JELLIES continue quiet and unchanged: white to snow white, £34 10s. to £40; amber and yellow, £16 15s. to £21 5s.; dark stiff green, £10 12s. 6d. per ton, barrels free, ex wharf. LUBRICATING OILS continue in quiet demand with prices unchanged: on spot, pales, £9 to £20; reds, £10 5s. to £20; dark cylinders, £9 15s. to £22; filtered cylinders, £17 to £22 per ton, less 2½ per cent., ex wharf.

Manchurian Ginseng Centres

MUCH ginseng is found in the mountainous districts of North Manchuria, especially in the I-lan district near the Sungari River and along the eastern line of the Chinese Eastern Railway. Local Chinese druggists in the season maintain their buying agents at ginseng centres there and collectors also bring the root direct to Harbin for sale here. Ginseng is also imported from Chosen and from various places in China proper. The Chinese usually value the ginseng root according to its weight and size, although the shape or appearance has much to do with the amount of money the buyer is willing to pay. fancy prices often being given for a root which resembles the outlines of a human being.



Letters for this section should be written on one side of the paper only. Correspondents may adopt an assumed name for purposes of publication, but must in all cases furnish their real name and address to the Editor.

What of the Outlook?

SIR,—Since my letter appeared in your issue of February 28 I have been favoured with a copy of what seems to be a circular letter from Mr. J. F. McNeal, begging for support of his new association, the minimum subscription to which is 5s. I am assured that under no consideration will the name of any member of the association be revealed without his consent, and this undertaking, no doubt, is what precludes Mr. McNeal from disclosing the identity of his chief supporters—"chemists whose names are well known in the pharmaceutical world." But if the new association is to become properly established and successful in securing results, it is surely of immediate importance to let it be known who those well-known chemists may be. To be quite candid, I should also like to know who Mr. McNeal is and what may be his interests in our concerns. The same applies to his co-signatory to the manifesto published in the *C. & D.* of February 28. Who is Mr. J. J. Laws, and what has he done in or for pharmacy? These two are reported in your last issue (p. 285) as having held another "executive meeting", at which unusual things were done and proposed. Though depending upon the rest of us for financial support, they appear to have no intention of allowing subscribers any share in the control of affairs. We may nominate suitable chemists to represent us on the Laws-McNeal executive or council, but the two original members are to make a selection from the names submitted, and the rest will presumably be drafted into the proposed reserve council. This is all so utterly undemocratic that one wonders how anyone could have the assurance to put up such a proposition and ask for our money in support. It is most sincerely to be hoped that no chemist and druggist will be induced to part with his hard-earned money to finance this wild-cat scheme, and that Messrs. Laws and McNeal will be allowed to drift back into the obscurity from which they should never have emerged.—Yours faithfully,

PHARMACEUTIST (9/3).

The Present Discontents

SIR,—Is there the least need at the present juncture of pharmaceutical affairs to split our force by the formation of another association, nominally (yes, only nominally) to be of use? Really, I think not. In what measure Mr. McNeal can hope to be of any solid benefit to his craft is far, far beyond my capacity to comprehend, unless it be to function as the naughty child, requiring restraint and probably sound correction. The interests of pharmacy are well represented by three potent organisations, or call them what we will. These are, first, the Pharmaceutical Society, which may for brevity be termed an official and functional body; secondly, the Retail Pharmacists' Union, so admirably fitted in its organisation and equipment for maintaining primarily our material and trade interests, and from sheer necessity functioning alongside the official society; thirdly, the Guild of Public Pharmacists, whose justification for existence is not to be confined to the mere fact that it protects the interests of pharmacists engaged in public welfare—it also brings to bear upon the conduct of our national and other organisations just that touch of professional and administrative skill which in the end means the welfare of the greatest number. These three bodies may be safely left to sustain in full their respective interests. They can bring into action upon legislative and administrative authorities an influence and a prestige which a fledgling in pharmacy would take years to attain, if

indeed such attainment came within the bounds of possibility—which I very much doubt. The fatuity of imagining that "gingering" will attain any solid end, either by voice or pen, has been oft-times proved, the invariable experience being that solidity of purpose and a calm resolution to attain is always a stable and far-reaching policy.—Yours faithfully,

FRANK ENGLISH (6/3).

A Call for Unity

SIR,—Mr. Hugo Wolff, circumspect gentleman though he be, appears not to have addressed a series of questions to the Council of the Pharmaceutical Society before sending in his subscription. His call for candid information, like his call for unity, is singularly belated. He should have addressed himself to breaking the oppressive silence of the Society during the months immediately following the report on the Draft Bill. Yet he did not. It is more to his liking to bring the British Pharmaceutical Association to the bar. "A Daniel come to judgment." If the suggestion in his fifth question is that the younger members of the Society should take no active part in pharmaceutical affairs, then he has no need to look farther than himself for an instance of "monumental impudence."

Yours, etc.,

LANCASHIRE (11/3).

Pharmacy and Poisons Bill

SIR,—The correspondence upon the Pharmacy and Poisons Bill in your columns does not go far in solving the knotty problems confronting us. If any one of your readers offers a suggestion he is at once met with some reference to cheap leadership, which is quite beside the point at issue. . . . It is not easy for chemists to make an appeal to public sympathy or to obtain an unbiased opinion of the merits of their case. This is largely due to the propaganda of those concerns which have in the past dilated upon the enormous "profits" made by the individual chemist, although one questions if any one of them is sitting in the House of Lords to-day. The company concerns are in the same predicament as the chemist is to-day, which is only fair. Also, the successive governments have been in the hands of various departments; indeed, so much so that we have now a purely bureaucratic system of control in all public affairs. The Pharmacy Bill is an outcome of this system, and the Home Office is bent upon securing complete control over the chemists of this country. It would like to abolish the Pharmaceutical Society, but that is not convenient at present, because if the Society was cast aside other chartered bodies like the British Medical Association would have to go too. Therefore a dummy pistol was held at the heads of the Council, and they were notified that the condition upon which they could remain in office was that they should administer the Act, when passed, but without any expense to the Treasury. The Council accepted this condition without any reference to the chemists whose interests were at stake. Hence the demand for compulsory membership and the registration fees. We may be allowed to have visions of the money being frittered away in disputes with the Home Office concerning the interpretation of various clauses of the Act, but that is what we may expect if we accept the Bill as it stands. When we have made up our minds upon the points at issue, it will be well if groups of chemists (with or without official consent) at once approach their local M.P.s and discuss the question with them. Perhaps the following queries would serve to open the discussion. Is the Bill necessary for the public safety? Does the Bill meet with the approval of the coroners in regard to the restriction of the sale of poisons? Since when has it been constitutional that the cost of securing public safety shall be defrayed by one section of the community? (Who mentioned "ship-money"?) Is it not long overdue that compulsory qualification should be met with the performance of the duties pertaining to the qualification? . . . —Yours truly,

A. J. HUNT.

East Dulwich, London, S.E.

SIR,—Whatever may be our different points of view regarding it, it appears to be agreed that the Bill is a bad one and that it had best be still-born. I am surprised therefore that in the circular issued over the signature of Mr. Mallinson—from whom I have always received and learned to expect courtesy—the appointed officers of this new Association should be subjected to such venomous innuendo and abuse. After all, the new Association is as justified as a ratepayers' association in a municipality, and it is out specifically to protect the interests of all chemists, but, of course, in this instance it particularly defends those who control businesses similar to my own. . . . Nor do I seem to think that managers or assistants will feel flattered that they will only be the concern of the R.P.U. and the subjects of its patronage if and when the Bill becomes an Act. It becomes, does it not, a matter of speculation as to how many of them may be left for the R.P.U. by the time that happens? Let the R.P.U. mind its own department and do what it can; but do not let it interfere with the efforts of this new organisation which is working now, because now is when the work is required. I hope it will not be long before even my good friend Mr. Mallinson will admit that it has not been "fiddling while Rome burned."—Yours faithfully,

WILLIAM J. PEACOCK.

Sittingbourne.

A Sequel to a Meeting

SIR,—I am far too busy to be drawn into any side-issues. Mr. Clarke has my permission to publish the three letters I sent him on condition he publishes his replies to them. These letters will enable chemists to judge rightly from facts. . . . They will also kill more than one bird with the same stone, as Mr. Lean was brought to a meeting of the British Pharmaceutical Association for election to the executive by Mr. Clarke, but was refused because he had not paid his membership subscription. Mr. Lean now appeals for unity. Mr. Clarke brings up the old boggy of groups, which is merely a red herring across the trail and likely to have a boomerang effect on himself, as I understand that along with Mr. Lean both these gentlemen are on the executive of the Photographic Dealers' Association. The real issue is for or against the Poisons and Pharmacy Bill, and while Mr. Clarke is busy attending a meeting in London, which I understand was attended by six people, passing resolutions of "further consideration," etc., the Bill proceeds on its way. Maybe this is the intention of his new-found associates, whoever they are, who have him where they want him, an easy opposition to be brushed aside when the time comes. I must object to Mr. Clarke's statement "the Society has let us down badly." It is not the Society, but the Council of the Society. The Society comprises a loyal body of chemists, they must be so to continue as members when they receive what they have received. Mr. Clarke has yet to learn the meaning of loyalty, for I find that he has only recently become a member of the Society.—Yours faithfully,

J. F. McNEAL.

Little Chalfont, Amersham Common.

SIR,—Mr. Clarke has certainly made a muddle of things. He engaged a room which he left the new Association to pay for, and called a meeting on January 27 to protest against the Pharmacy and Poisons Bill, also the Council's amended Bill. The meeting supported him and gave him a working executive, and told him to go ahead. For some reason, best known to himself, he resigned from the executive at its first meeting. Having published a letter under the title of a Society that never existed, and which has confused such chemists as Mr. F. Hillman Attwell, Mr. Clarke now writes talking about groups. . . . The time has gone by for pettiness, intrigue or groups. I call for unity as chemists, and chemists only. As the Pharmaceutical Council or the Retail Pharmacists' Union cannot or will not help us, we must turn to the British Pharmaceutical Association which is ready to act on our behalf. . . .—Yours, etc.,

YORKSHIRE (4/3).

Co-operative Societies' Dividends on Insurance Dispensing

SIR,—The proposals of the Minister of Health to cancel the clause relating to dividend granting, etc., in N.H.I. contracts might reasonably and legally, I believe, create the following situation: The effect of such a breach of agreement may result in chemists' organisations throughout the country adopting a system of coupon giving with every prescription brought to their establishment. The introduction of such methods of competition in health insurance dispensing must lead to wilful encouragement of securing medicines for the sake of coupons and thereby creating a wasteful, costly and destructive effect on the whole Insurance Act. May I therefore suggest that this aspect of the situation might form the basis of a resolution of protest when being considered by any branch or association?—Yours faithfully,

FRANK E. S. CLARKE.

Newport, Mon.

SIR,—In your editorial article "A Call for Unity" (*C. & D.*, February 14, p. 182) you instance four items of current events which may seriously affect chemists to their detriment if the proposals become accomplished facts in the near future. But there is a further item which seems to me, as a pharmacist engaged in retail business, to constitute yet another source of trouble and expense; this is contained in the "Notes on Parliamentary Matters" immediately following. The question was asked in the House regarding the clause in the National Health Insurance Act which prohibits any gift or reward, dividend or bonus, being given on panel prescriptions, and the reply was given that this clause will shortly be revoked. So that in the near future the co-operative societies will be entitled to include these prescriptions in the "divi." But what the co-operative societies can do in this respect other traders can do; and the danger in front of us now is that there will be an extension of the gift or coupon schemes to insurance dispensing. Apart from the question of the inadequacy of the fees paid for this work, it is, to my mind, a very undesirable thing to introduce the element of competitive business methods into a national health service of this kind, which should be conducted on a professional basis.—Yours, etc.,

CONTRACTOR (17/2).

Committee on Shop Assistants

SIR,—Some of the evidence given before the Select Committee on Shop Assistants (*C. & D.*, February 14, p. 171) relating to the conditions of chemists' assistants will doubtless cause much amusement to some of the said assistants, and much indignation to others, according to temperament. I will select some of the gems. The present conditions of employment in the retail chemist's business are superior to those of any other retail distributive business; do the employees of other shops have a twelve-hour day regularly with unpaid overtime for an indefinite period at night till the scripts are cleared up, with regular Sunday duties, etc.? Then the average assistant has more time off than he would be prepared to admit; for many years I did every Sunday and holiday duty (and before the Shops Act came in these were all-day shifts and no statutory half-holiday), and I have yet to discover the pharmacy where this time is made up by time off afterwards. I have no doubt that there must be hundreds of managers of small branches working under the same conditions to-day; it is a custom of the trade, and any assistant who stipulated for time off in return would certainly not get the job. Then the old figure of £2,000,000 was brought out for 10,000 shops; if it had been quoted in its true proportion of £4 a week per shop, or one qualified man's wages, the argument would have been a negative one. Lastly, the wages and conditions have improved generally in the last two years; what have the assistants to say to this, especially those who happen to be at present in the condition of unemployment?

Faithfully yours,

ERSTWHILE (24/2).

Legal Queries

E. R. E. (2/3) has an apprentice, aged sixteen, to whom he pays 5s. a week. Should National Insurance contributions be deducted from this wage, and, if so, how much? [The lad must be insured under both the National Health and the Unemployment Insurance schemes. The total weekly contributions are Health and Pensions 7½d., and Unemployment 1s. 6d. Of these amounts 3½d. and 9d. respectively may be deducted from the apprentice's wages as his share.]

G. W. B. (27/2).—If you wish to sell your corn cure unstamped as a "known, admitted and approved" remedy, it will be necessary to comply with the recent Order of the Board of Customs and Excise, which was discussed editorially in our issue of March 8, 1930, p. 300. Briefly, this will require the publication on the label and also on the carton or wrapper, if any, of the complete formula including amounts, together with the words "no proprietary rights are claimed in the preparation of this medicine."

F. L. O. (24/2) has noticed that when particulars of wills that have been proved are announced in the newspapers it is usual to state the "gross" amount of the estate and also the amount of the "net personalty." What do these expressions refer to? [For the purpose of securing probate or administration the estate of a deceased person is shown separately according to whether it is "real property" or "reality," as it is called (i.e., freehold houses and land), or "personal property" or "personalty." The "gross" estate is the value of the whole of the property of which the deceased person died possessed. The "net personalty" is the value of that part of the estate that consists of personal property, after deducting debts and funeral expenses.]

R. C. (6/3).—If the premises are rented, it is preferable to credit the profit and loss account with the rent received from letting the flat over the premises and to charge profit and loss account with the full rent. If the property is owned, the same procedure can be adopted and net Schedule A assessment charged as rent. The resulting profit, including the letting, will then fall to be assessed under Schedule D and the first £250 of taxable income will be assessed at 2s. in the £, and any remaining balance at 4s. 6d. In computing the amount of Property Tax payable, the net Schedule A assessment of the property is brought into charge with the earned and other income, less any interest charges or ground rent (if leasehold), and is computed as to the amount to be paid, whether at 2s. or 4s. 6d. in the £, as stated above. Whether you pay 2s. or 4s. 6d. is entirely dependent upon the amount of assessable income.

Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics.

Debate Wanted

Having been unable to obtain a debate with Mr. Humphrey (for reasons best known to himself) on the subject of the Poison and Pharmacy Bill, it will give me great pleasure to meet Mr. Mallinson in debate on the same subject. . . .—*J. F. McNeal*, Little Chalfont, Amersham Common.

Twenty Years Ago

On turning over the pages of a 1911 issue of the *C. & D.* I was amused by a reply given by a North-country chemist to a wailing parson who declared that the chemist charged him twopence more than the stores. The reply was: "Look here, Mr. —, Mr. A receives £100, Mr. B £180, and you £400 for preaching the same gospel; there is something wrong here, too." Humbly the reverend gentleman received the rebuke.—*L. H. H.* (10/3).

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

F. H. (21/28).—SOAP FOR LAVATORY BASIN.—The best liquid soap for lavatory basin use is a coconut oil soap, since it does not cake and lathers freely when used in a small quantity. The following is a formula for a soap of this description:—

Coconut oil	10 dr.
Potassium hydroxide ...	1 dr.
Sodium hydroxide	1 dr.
Water	10 dr.

Dissolve the alkali in the water and mix with the oil. Allow to stand in a warm place for a few hours to saponify. Test for neutrality and dissolve in 6 oz. of water. Add perfume desired.

H. J. G. (9/38).—COCONUT OIL SHAMPOO.—A formula for a liquid preparation is:—

Coconut oil soap	5½j.
Glycerin	5j.
Oil of bay	℥v.
Distilled water	to 5viij.

Heat the soap with the glycerin and water on a water bath to dissolve, then allow the solution to stand in a cool place to deposit. The supernatant liquid may be filtered to give a brighter liquid.

R. S. M. (6/81).—GREYHOUND STIMULANT.—This is a clear liquid coloured red, containing bismuth, ammonia, citrate, probably nux vomica, and a little spirit of chloroform. Evidently it is a compound bismuth preparation, but diluted, since the total solids amount to only 1.2 per cent.

A. F. (5/38).—RAT POISONS.—The following are formulas for rat poisons which are not harmful to human beings:—

I		II	
Powdered squill ... 1 lb.		Squill, sliced fine	2 parts
Powdered liquorice ... 2 oz.		Meal	1 part
Powdered orris ... 1 oz.		Beef-dripping, sufficient to	
Mix. For use, make into		make a mass,	
a paste with a little water,		This should have salicylic	
but do not touch with the		acid added to preserve it.	
fingers.			

Phenacetin (30/10).—WHITE SCOUR MIXTURE.—This is a slightly acid brown syrupy liquid with a slight heavy sediment. It contains bismuth, ammonia and citrate, and is thus probably the official liquor mixed with treacle. It reduces Fehling.

Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," March 15, 1881

Doctors' Dispensing

There is no doubt that, on the part of doctors—at least, on the part of well-to-do ones—there is a widespread desire to abandon the practice of dispensing their own medicines. The duty is almost always irksome; looked at commercially, it is almost certainly unprofitable as an occupation for a man whose brain and time ought to be kept clear for his more important occupations, and it is sometimes dangerous. No one can doubt that a pharmacist who has been properly educated can, if he will, dispense better than a surgeon. But it is not on these accounts wise to attempt the invention of some all-embracing scheme which is to come into force on some given day throughout the United Kingdom. Nor do we see much force in the perennial orations from one side and the other on the "essential immorality" of one class trespassing on the "inherent rights" of the other.



[Commenced C. & D., July 5, 1924]

Tincal.—Crude borax obtained from Tibet which formerly constituted nine-tenths of the trade in borax brought into the United Provinces of India by Bhutia traders, and was refined at Rammagar. Ten years ago the transfrontier imports of borax were about 25,000 cwt. a year, but it has steadily declined owing to the inexhaustible supplies obtained from the U.S.A.

Tinospora.—Two plants of this genus of Menispermaceae are used medicinally in the East. *Tinospora cordifolia*, Miers, of tropical India, from Assam to Burma and Ceylon, and *T. Crispa*, Miers, of India and the Malay Archipelago, supply roots and stems sold in all drug shops. The drug in India is called Gulancha and has Sanskrit names, meaning "bile destroying," "dear to physicians," and "not perishing." It is an antiperiodic in fevers and has tonic, alterative and aphrodisiac properties. A necklace of several pieces of the stems is called Kamala-ni-Mala (jaundice necklace), and is supposed to cure that disease. A kind of starch, called Giloe-ka-sat, or Palo, is prepared from the stems. The drug contains a small quantity of berberine. *T. crispa* is called Putarwali in Malaya. The powdered roots are given internally for fevers, and the leaves are applied externally as poultices for sores.

Tintometer, or colorimeter, is a device for estimating the intensity of a coloured solution by comparison with standard solutions, or coloured glass slides. In an instrument such as Lovibond's tintometer, a comparison between the colours or depth of tint of a column of liquid with that of a prepared standard solution or with standard coloured glasses is made. A more scientific method is based on the measurement of the depth of the coloured solution required to absorb a definite fraction of the light at a number of selected parts of the spectrum.

Tobacco.—The plant yielding the tobacco leaf of commerce is *Nicotiana Tabacum*, Linn. (Solanaceae), a native of North America, and the chief source of the world's supply. There are two other species locally cultivated. *N. rustica* is a smaller plant, a native of Mexico and Texas, grown on the Continent and in India, and affords Turkish and East Indian tobacco. *N. Persica*, of Shiraz, gives a leaf of a yellowish colour and mild flavour, and is used almost exclusively for pipe smoking.

HISTORY.—Columbus and his followers in 1492 found the plant in Cuba being grown by the Indians, who used the leaf for smoking and chewing. It was introduced into Europe by the Spaniards early in the sixteenth century from their plantations in San Domingo. Jean Nicot (1530-1600), the French Ambassador to the court of Lisbon, met with the plant being cultivated in Portugal, and sent the seed to the King of France, from which circumstance the genus obtained its botanical name. Ralph Lane, the first governor of Virginia, brought the plant to England in 1586, and the explorers, Drake, Raleigh and Hawkins, introduced the practice of tobacco smoking in the country. This plant of the New World was credited with extraordinary properties, and met with a mixed reception. Among some it was called Herba Santa and Herba Panacea, and was included in the early pharmacopœias; among others it was looked upon as a poison and the smoking of the leaf as "a gluttonous exercise." About a hundred books and pamphlets were written for and against the use of tobacco, and the opposition was led by King James I, who issued a "Counterblast" against it, and imposed a duty of 6s. 10d. a pound. In the end the leaf became popular and the cultivation of

the plant was extended throughout Europe. Among the pioneer English settlers in America tobacco growing was their principal occupation, and Virginia and Maryland were regarded as their most valuable acquisition for this reason. In 1619 the exports reached 20,000 lb., and increased until the Revolutionary War, when America exported 100,000,000 lb. The Portuguese conveyed the plant and the knowledge of its properties by the usual trade routes to Africa, India and China. In 1617 smoking became so general in India that the Emperor Jahangir forbade its practice, as also had Shah Abbas in Persia. Notwithstanding this opposition its use is all but universal. In the East the leaf is smoked in a peculiar water vessel known in India as a hookah, in Persia as a kalyan, and in Turkey as a nargileh; the smoke passing through water is supposed to lessen the ill-effects of the weed. India is now one of the greatest tobacco growing dominions of the Empire, and the potentialities for developing the industry appear to be even greater than elsewhere. Over one million acres are under cultivation.

MANUFACTURE.—About two months after planting, when the plants are two or more feet high, the flower buds are pinched off or "topped," in order that the leaves may grow. The lower leaves are larger and inferior, and are removed by "priming." Plants ripen about three months after planting and assume a yellowish-green colour with a gummy or resinous exudation. In harvesting, the ripest plants are selected and cut. The stems are cut across and the plants are gently laid on one side to wilt in the sun before handling. Sometimes the leaves are gathered singly. For drying and curing fermentative and non-fermentative methods are employed. Leaves of larger size and heavy, sent to England and the Continent as "shipping tobacco," are the kinds subjected to the former method, whilst "sun-cured" and "yellow" are the kinds subjected to the latter. Fermentation or sweating the leaves is conducted in a barn or drying house heated to 170° F. for 4 or 5 days until the leaves become dry and brittle. They are allowed to absorb moisture, and then taken down and sorted. The finest are termed "firsts," the slightly inferior "shipping," and the worthless or inferior "lugs." The leaves are made into bundles or "hands" of ten to twenty-five leaves, and heaped together in a pile on the floor. Fermentation begins and gradually rises to 130°, when the pile is pulled to pieces and remade so as to obtain uniformity in colour and elasticity in the consistence of the leaf. The heat is kept under control, and slightly raised until the sap is expelled and the curing process finished. The fermentation that the leaf undergoes during manufacture is essential to the preparation of tobacco, and if not carried out properly the finest leaf may be rendered worthless. It is now almost universally recognised that oxidising enzymes are the principal agents in producing the development of the colour and aroma characteristic of the prepared leaf.

MARKETING.—The cured tobacco is removed in large parcels, and the "hands" (regulated in size and colour to certain standards) are packed and pressed into hogsheads. Some imported tobacco consists of "strips," i.e., leaves deprived of their midribs or stalks. The Latakia species grows in mountainous districts in Syria, and in cultivation is allowed to flower. The dark colour and tarry odour is due to curing and exposing the leaves to the smoke of oak fires. Unmanufactured tobacco for pipes and cigarette smoking comes into the United Kingdom in huge wooden casks called hogsheads. Cigar and Turkish leaf come in bales. Hogsheads weigh 1,000 lb.; bales weigh about 120 lb. Nearly all tobacco is warehoused, the proprietor giving bond for the due security of duty; he stands bail to the Crown for the tobacco in the bonded warehouse and is responsible for the duty should any part be missing. The bonded warehouse is, in fact, the trade store or Government toll-house.

IMPORTS AND CONSUMPTION.—In 1709 the net consumption of tobacco in England came to 11,000,000 lb., and in 1903 75,000,000 lb., valued at £3,600,000. In the last two decades there has been a rapid increase in production and consumption of tobacco. From 1909 to 1913 the average annual world production was 2,304,000,000 lb., in 1926 it

The C.&D. Commercial Compendium

rose to 3,415,000,000 lb. Allowing for India and China, the total production of the world in 1926 was 4,900,000,000 lb. In 1927 the gross imports of unmanufactured tobacco into the United Kingdom amounted to 222,263,000 lb., valued at £17,834,000. The plantations of the United States supplied 79.9 per cent. of these imports. This shows the strong position of American-grown tobacco in the British market, and the small extent to which Turkish, Sumatran, Brazilian and other foreign tobaccos are used. Owing to the preference on Empire-grown tobacco granted in 1919, the imports from Nyasaland, Rhodesia, British India and Canada have risen from 4 per cent. in that year to 18.4 per cent. in 1927. In the United Kingdom the average consumption has risen from 2.4 lb. per head of the population in 1914 to 3.4 lb. per head in 1927, but this is smaller than the consumption in some foreign countries, as Belgium, Germany and the United States.

PRODUCTS OF MANUFACTURE.—Tobacco brought into the market must satisfy those who have charge of the leaf blending and cutting operations in the factory. These men have to produce a standardised blend, whether for smoking mixtures, cigarettes or cigars. The brightest coloured leaf of Georgia and Carolina is reserved for cigarettes, the darker leaf from Kentucky and Tennessee is for pipes and chewing. Roll or plug tobacco is called by sailors "pig-tail," and is used for chewing. "Birds-eye" owes its name to the inclusion with the leaf of a portion of stalk or midrib, the fine sections of which have a fancied resemblance to a bird's eye. "Cavendish" and "Negro head" are the names of tobaccos which under the Manufactured Tobacco Bill of 1863 are made in bonded factories. These are sweetened kinds in which sugar, liquorice and spirits are added in solution for flavouring. Negro head (so named from its blackness) is made from Virginian leaf which has been treated by steaming and sweating in order to darken it. Cavendish is flat, while negro head is twisted. "Offal" is a name for waste tobacco left by the manufacturers, consisting of stalks or midribs, "shorts" or broken leaf, "smalls" or cigarette cuttings, and dust. This is used as an insecticide on account of the presence of the poisonous alkaloid nicotine. Offal is the base of sheep washes, horticultural fumigants and nicotine extracts, and large quantities are exported to the Argentine and other countries for the destruction of agricultural pests and blights.

CIGARS.—There was a small trade in British cigars before 1840, but it began to flourish by 1851. In 1860 cigars were altered in shape like those of a torpedo. The cigar originated in the Spanish West Indies. The first manufacturers at home drew their supplies from the West Indies and the adjacent mainland of Central and South America, then from the Philippine Islands, when the Manila brand became popular. The islands of the Malay Archipelago, Java, Sumatra and Borneo yielded good crops of suitable tobacco. Now much of the high-priced wrapper tobacco is obtained from the East Indies. The first process is to damp the tobacco to make it pliable so that the midrib or "stalk" can be easily stripped from the leaf. After the stalks are removed the tobacco is graded into "wrappers," "bunch wrappers" and "fillers." Fine, perfect leaves of good appearance are used for the outer covers. Cigars of the lightest shade are labelled "Claro," then "Colorado claro," "Colorado maduro," on to "Maduro," which is the darkest. The finest quality of tobacco for cigar purposes is grown in the district of Vuelto Abajo, near Havana, in Cuba, the island often called the "cigar smoker's paradise." Some of the finest light wrappers are grown in Sumatra and Borneo. Of late years there has been a marked improvement in British-made cigars, and British North Borneo is becoming a rival to Sumatra in the cultivation of the fine wrapper leaf.

CIGARETTES.—Cigarette smoking reached England in the 'fifties, and came into general use during the Crimean War. The chief brands are Virginian and Turkish. There are three varieties of Turkish tobacco: that grown in North Asia Minor, that in South Asia Minor, and that

in Turkey in Europe, Macedonia and Anatolia. The best leaf is from Manalla, in Macedonia, and shipped from Caralla. Large quantities go to Egypt to make Egyptian cigarettes. Before the Great War cigarettes were expensive, but the public have become content with the low-priced Virginians. Virginian is a term applied to a bright cured leaf of special flavour, grown mostly in the States of Carolina and Georgia, as well as in Virginia. The consumption of cigarettes in Britain has been greatly stimulated by the war habits and by the enormous increase of women smokers. The amount of cigarettes consumed in 1913 was 300,000 lb., in 1920 it reached 1,500,000 lb. From the following figures for 1907 and 1924 it will be seen that there has been a great advance in favour of cigarette smoking, and that the United Kingdom has changed from a pipe smoking to a cigarette smoking country.

	1907	1924
Cigarettes	23.8	58.5
Pipe tobacco	71.1	40.0
Cigars	5.1	1.5

This increase is not confined to the United Kingdom, but is characteristic of the trade in Germany, the United States and India.

SNUFF.—Snuff taking was a rare and luxurious habit in England in the eighteenth century. The finest snuff came originally from France and Spain. Sir George Rooke, during his expedition to Cadiz brought back several casks of Vigo snuffs. Scotch, Rappee and Spanish brands of snuff were sold by Lillie, a merchant in London, in 1713, in Queen Anne's reign. But snuff was an article that was frequently sophisticated. It was usually made of powdered tobacco stalks, and this powder was mixed with yellow ochre, fustic and other leaves. On account of the Adulteration Act snuff is now a genuine product of tobacco leaves, and although snuff-taking is no longer a ritual among the rich, it is adopted in cases of influenza and colds to clear the head, and is supposed to ward off epidemics.

GOVERNMENT CONTROL.—Owing to adulteration and the evasion of taxes connected with the tobacco trade, various acts have been passed to regulate the traffic. In 1783 a committee under William Pitt was formed, and a warehouse system was adopted, and the manufacturing operations and stock of every dealer were placed under the control of the Excise. The activities of the smuggler and adulterator were thus arrested. In 1840 the Excise Survey on Tobacco was discontinued by the introduction of the Mixing Act, which permitted anything to be added to tobacco except the leaves of trees, plants and herbs. The manufacturers left to themselves used various ingredients, but principally saccharine matter. The proportion of sugar and molasses, liquorice, salt, nitre, etc., used, ranged from 50 to 60 per cent. Falling receipts and reduced imports were viewed with alarm. The Pure Tobacco Act was passed in 1842, and is now in force. It restricted the manufacture to the use of tobacco and water only. Adulteration with any other material caused the consignment to be forfeited and the dealer fined. This Act brought in a sweeping reform, and met for a time the strong complaints of the manufacturers. The Act showed the Excise Commissioners the need for scientific aid, and in this way the Inland Revenue Laboratory, now called the Government Laboratory, with its staff of qualified chemists was originated. Such ingredients as sugar, rhubarb, hops, oak, and cabbage leaves, mineral matter and sand soon disappeared from manufactured tobacco. By the Act of 1900 four per cent. of olive oil is permitted to prevent the coils caking together in the press during manufacture. The active principle of tobacco leaf is from 2 to 5 per cent. of nicotine, $C_{10}H_{11}O_2$, a highly poisonous, liquid alkaloid. The natural mineral matter or ash amounts to about 20 per cent. The Board of Revenue for some years has reported that adulteration is now seldom attempted. The Government obtain a considerable revenue from the tobacco trade, but they ensure to the public the supply of a pure article.

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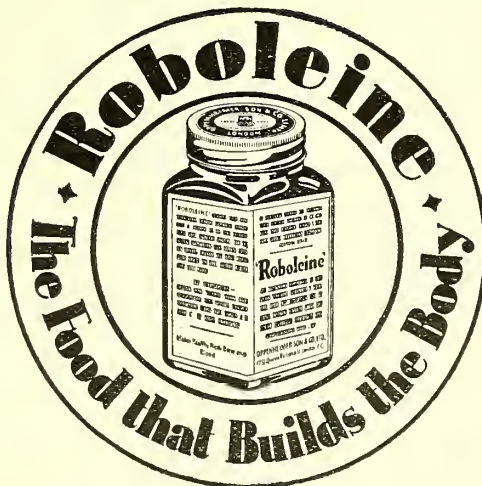
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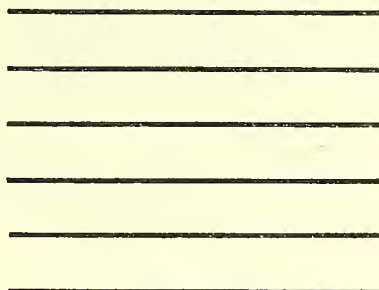
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Special Crystals matched and any degree of exsiccation to order. Packed for Home and Export.

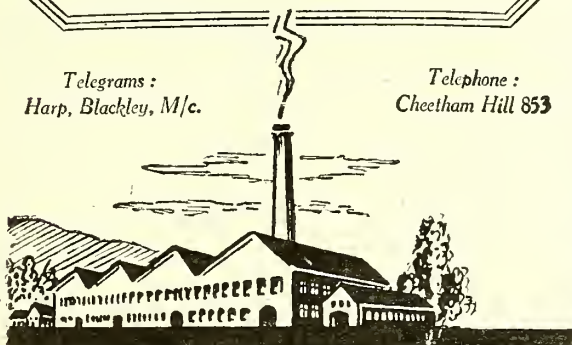
LIQUOR FERRI PERCHLOR FORT. B.P.

HARRIS, HART & Co. Ltd.

MOSS HOUSE CHEMICAL WORKS, BLACKLEY,
MANCHESTER.

Telegrams :
Harp, Blackley, M/c.

Telephone :
Cheetham Hill 853



SOLAZZI

Liquorice Juice

The Chemist's Brand.

Should any enquiries as to the composition of SOLAZZI be received from the Public, Chemists are requested to emphasise the fact that SOLAZZI is not included in the category of Secret Remedies, and that the following guarantee obtains with every parcel.

Solazzi Juice is

guaranteed to consist entirely of the condensed extract of finest Calabrian Liquorice Root, without any admixture whatever



Antiphlogistine

HUMAN & VETERINARY

£5 Orders give 33 $\frac{1}{3}$ % net Carr. Pd.

The Denver Chemical Mfg. Co., London, E.3

(Inc. U.S.A. Liability Ltd.)

HEWLETT'S LYSOL

Of guaranteed strength and miscible with water

"Possesses a higher germicidal value than carbolic acid and probably nearly three times as high."—
The Lancet.

SUPPLIED BEARING YOUR OWN NAME AND ADDRESS ON ORDERS OF 3 DOZEN BOTTLES.

Net Price: In 4-oz. bottles, 5/- per doz.; 8-oz. ditto, 9/- per doz.; 16-oz. ditto, 15/6 per doz.;
20-oz. ditto, 20/- per doz.; 32-oz. ditto, 27/- per doz. Special Prices for Bulk. Showcards Free.

Specially Prepared by

C. J. HEWLETT & SON, LTD.,

35-42 Charlotte Street, and 83-85 Curtain Road, LONDON, E.C.2

Retail Prices

Liquid Yadil or Yadillets
(Yadil Tablets), 1/3, 3/-,
4/9, 12/-, 22/6.

ointment 1/3 per tin.
PASTILLES, 1/- per tin.
SOAP 1/- per tablet.

YADIL

THE CERTIFIED SAFE
ANTISEPTIC

The Antiseptic which
is Certified by Public
Analysts and Pathol-
ogists as safe for
Internal and External
use.

YADIL PRODUCTS (1925), Ltd., 59, Sicilian House, Sicilian Ave., London, W.C.1

IONIZED IODINE (Kemsol Brand)

SURGICAL AND MEDICAL SOLUTIONS
FOR ALL INJURIES AND ILLNESSES

Sold in 2 oz., 4 oz., 8 oz. and 20 oz. bottles.

Obtainable from all Wholesalers or from Distributors:

BRADBURY AND COMPANY
FULWOOD HOUSE, HIGH HOLBORN, W.C.1

DUTCH DROPS

The Original HAARLEM OIL

Also in Capsule Form.

We are Sole Distributing Agents for the British Isles, British
Colonies, Scandinavian Countries, Spain and South America.

BROOK, PARKER & CO., LTD., BRADFORD

AN OLD-FASHIONED—BUT REALLY EFFECTIVE
remedy for **COUGHS, COLDS, IN-
FLUENZA** and **BRONCHIAL** troubles.

Licoricine

ACTS LIKE MAGIC

Prices 10 $\frac{1}{2}$ d., 1s. 3d. and 3s.**MANDALL & CO. Ltd., 17/23 Stepney Rd., Newcastle-on-Tyne.**

LIVERPOOL BRANCH: 130/132 RICE LANE, LIVERPOOL (Telephone: 59 Walton).

Distributing Depot for Lancashire and Cheshire.

TERMS.

10 $\frac{1}{2}$ d. size, 8/6 per doz.

1/3 " 12/- "

3/- " 27/- "

Less 5% dis. on £6 orders.

Carriage paid on orders of
£2 and over.



The 'Aspro' Review



17% Extra Profits.

"British to the Core"

New Series Display Features.

Buying 'ASPRO' on Bonus Terms Means Over 3/- in the £ MORE PROFIT

'ASPRO' Sales					'ASPRO' Sales				
Retail					Retail				
Dec 1	1 doz ASPRO	27	11	6	Nov 3	1 doz ASPRO	27	6	18
" 7	2	27	1	3	0	FREE BONUS			
" 10	1	27	11	6	2 doz ASPRO	1	10		
" 14	2	27	1	3	0				
" 17	1	27	11	6					
" 21	2	27	1	3	0				
" 24	2	27	1	3	0				
" 30	1	27	11	6					
				£ 6 18 0					Extra Profit £ 1 10/-

THE Sales Ledger illustration is self-explanatory. It shows you the extra profits that go into your cash drawers through buying 'ASPRO' on bonus terms. It proves that it is worth while planning ahead 'ASPRO' purchases of 10's and 27's to receive the extra concessions, even at the expense of buying supplies in anticipation of demand. Bonus Buying is made easier by continuous 'ASPRO' displays in your windows and on your counters, etc. They are the connecting link of our enormous newspaper advertising appropriation to create demand with your own store to provide the supply.

'Aspro' Window Displays help you to obtain 17% Extra Profit Through Buying on Bonus Terms

Centre Window Displays



To buy Unstamped 'ASPRO' on Bonus terms means approximately 17 per cent. additional profit, and every chemist will realise the great advantage of buying on Bonus Terms, and receive the additional 17 per cent. on all 'ASPRO' sales. THIS BONUS IS FOR CHEMISTS ONLY.

WHAT THE BONUS IS. Window Show Bonus available on Unstamped 'ASPRO'. The bonus on one gross order for 10's is one dozen packets; on a half-gross order, half-dozen packets. Half-a-gross is the minimum order accepted for bonus purposes. The bonus on one gross

order for 27's is two dozen packets; on half-gross order, one dozen packets; on a quarter-gross order, half-dozen packets. Quarter gross is the minimum quantity accepted on 27's for bonus purposes. There is no bonus on 5's or 60's.

THE BONUS CONDITIONS ARE:

That the chemist who buys on these terms undertakes to show 'ASPRO' advertising matter in his shop window and sell at advertised prices. As 'ASPRO' is so extensively advertised, this action will not only bring customers into the chemist's shop to purchase 'ASPRO', but should enable the chemist's staff to make sales of other lines as well.

Acceptance of bonus is considered acceptance of conditions regarding display and selling prices. To qualify for the bonus it is not necessary for the chemist to buy both sizes at the same time, but single lots may be ordered—viz.: 6 dozen 10's or 3 dozen 27's.

HOW TO ORDER BONUS PARCELS.

We do not sell direct to the chemist. All our business is through Wholesalers. Orders may be sent either to your Wholesaler or direct to us. If to us, state the name of your Wholesaler so that we may forward the order on, and the bonus will be supplied direct by us.

Prices of Unstamped 'ASPRO'.
3d. size, containing 5 tablets, 2 3 doz.
6d. " containing 10 tablets, 4/6 "
1/3 " containing 27 tablets, 11 6 "
2/6 " containing 60 tablets, 21/- "
Less 2½% 30 days.

NOTE.—The 2s. 6d. size contains 10 extra tablets, and the 1s. 3d. size 2 extra tablets.

'ASPRO' consists of the purest Acetyl-Salicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority. No proprietary right is claimed in the method of manufacture or the formula.

'ASPRO' WINDOW STICKERS



Made by ASPRO LIMITED, SLOUGH, England.

Agents: GOLLIN & CO. PTY. LTD. ('Aspro' Dept.), SLOUGH, BUCKS.

'Phone: Slough 608.

ASPRO
REG. TRADE MARK

What to tell your customers about HEXYLRESORCINOL SOLUTION S.T. 37

Your customers will ask you about the new powerful antiseptic, Hexylresorcinol Solution S.T. 37. You can safely recommend it to them for every antiseptic need—for mouth wash, gargle and nose spray, as well as the usual local applications.

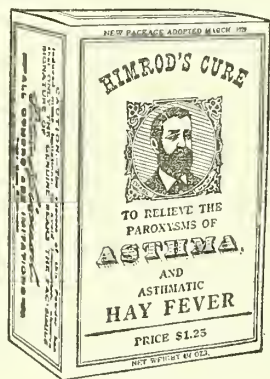
Emphasize the safety of Solution S.T. 37.

Although its active ingredient is seventy times stronger than carbolic acid, it is non-poisonous—a child could drink it without harm.

Remind customers that it is odourless, stainless and pleasant to the taste. And tell them that Hexylresorcinol Solution S.T. 37 was discovered in the laboratory of one of the world's famous universities.

It has instantly won the unqualified approval of the medical and dental professions. Their recommendation and use will stimulate your sales.

SHARP & DOHME LTD.,
REGENT ARCADE HOUSE, 252, REGENT STREET, LONDON, W.1.
Telephone: Regent 2567.



**Profitable,
Repeat Business and
Satisfied Customers**

Standard For Over 60 Years
Himrod Manufacturing Co.
HOBOKEN, N. J., U. S. A.

—Order From Your Service Jobber—

Dr. BENGUÉ'S BALSAM

RHEUMATISM, NEURALGIA, GOUT.

Dr. BENGUÉ'S ETHYL CHLORIDE.
Dr. BENGUÉ'S DRAGÉES.—EUPURGO.
PULMO (BAILLY).—FORXOL.—OPOBYL
ANESTILE.—NARCOTILE.—HEMOSTYL.
LIPIODOL.—ARHEMAPECTYL.—IODEOL.
NEOPANCARPINE.—MUSCOL.—GUIPSINE.
MENATOL—VIVOLEOL.

BENGUÉ & CO., LTD., MFG. CHEMISTS
24 FITZROY STREET, LONDON, W.1.

GARFIELD TEA

PROMPT SHIPMENT
ALL SIZES

'Phone or Write:

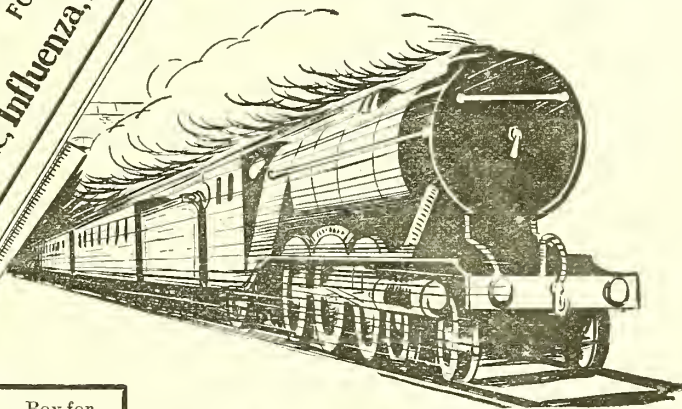
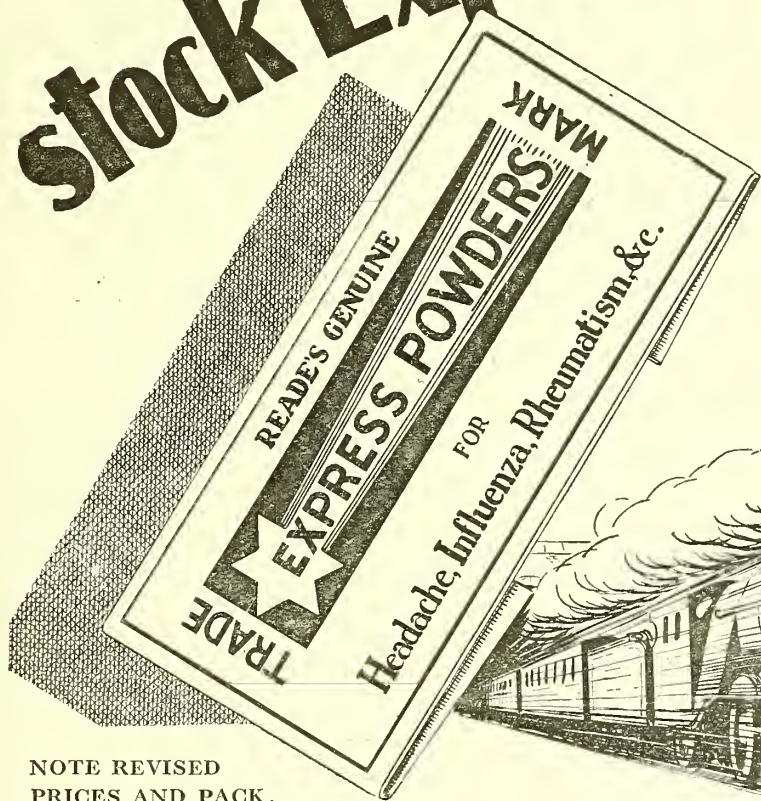
GARFIELD TEA CO.
44 Foxbourne Road
BALHAM, LONDON, S.W.17

NOW is the time to stock Express Powders

Spring is almost here, and already the usual seasonal crop of complaints is in evidence. Influenza is rife, and few people escape a touch of ehill. Headaches and Neuralgia are more in evidence than ever. Over and over again you will be asked for a safe and reliable remedy for these ailments, so be sure to have a good supply of Express Powders on hand.

For seventeen years there has been a regular and constantly increasing demand for EXPRESS Powders. Thousands have proved their value over and over again, and would not be without a box in the house. Millions more are getting to know their reputation and merits through seeing the advertisements which appear regularly in fifty odd of the more important newspapers.

There are steady sales and increasing repeat business in Reade's EXPRESS Powders, the remedy that has sold increasingly on its merits since 1913.



NOTE REVISED
PRICES AND PACK.

Sizes ..	1/3 box	3/- box containing 22 powders	Box for opening containing 45 Powders at 2d. each 5/- each	Box for opening containing 110 Powders at 2d. each 12/- each
Prices	11/6 per doz.	30/- per doz.	2/6 each	6/4 each
Profit Yielded	3/6 per doz.	6/- per doz.		

**The EXPRESS CURE for
HEADACHE, INFLUENZA
CHILLS, FEVERISHNESS
RHEUMATISM, ETC.**

Special Prices upon application for £5, £10, and £25 Parcels.

LONDON
DISTRIBUTORS
Made by

MAY. ROBERTS & Co., Ltd., 7-13 CLERKENWELL ROAD, E.C.1
SANGER & SONS, 42a HAMPSTEAD ROAD, N.W.1

Established 1773

READE BROTHERS & CO., LTD., WOLVERHAMPTON

COLLOSOL FERROMALT

(CROOKES)



Daily increasing in popularity with both the medical profession and the public. Collosol Ferromalt is now supplied in an attractive packing, admirably adapted for counter display.

Collosol Ferromalt gives a satisfactory margin of profit, and the assurance of complete satisfaction to your clients.

TERMS AND PARTICULARS FROM

THE CROOKES LABORATORIES
(BRITISH COLLOIDS, LTD.),

22 CHENIES STREET, LONDON, W.C.1

Telephone Nos.:
Museum 3663, 3697, 5757.

Telegrams:
"Collosols, Westcent, London."

THE MOST SUCCESSFUL
IRON TONIC on the
MARKET.

Export Distributing Agents, AYRTON, SAUNDERS & CO., LTD., LIVERPOOL.

May we call your

attention to:—

PETROLAX

(BROWN CARTON)

(REGISTERED TRADE MARK)

THE IDEAL PARAFFIN AND AGAR-AGAR EMULSION

PETROLAX COMPOUND

(RED CARTON)

A COMBINATION OF PETROLAX AND PHENOLPHTHALEIN

PETROLAX ALKALINE

(BLUE CARTON)

A COMBINATION OF PETROLAX AND MIST. MAGNES. HYDROXIDI

Note the Prices:—RETAIL 2/- (Nominal $\frac{1}{2}$ lb.) 14/- doz.

„ 3/6 („ 1 lb.) 24/- „

„ 6/- („ 2 lb.) 44/- „

Stocked by the leading Patent Houses, or direct from the SOLE MANUFACTURERS:—

C. R. HARKER, STAGG & MORGAN, LTD.

Mile End, London, E.1

*The Clean
Disinfectant*

'SUPERLIN'

*adopted by Hospitals
and local Authorities*

*Write for prices and details to enable
you to tender for supplies. Supplied
in bulk and in various packages.*

WRIGLEY, PATERSON & CO. LTD.
Superlin Works, Isleworth, Middlesex

"Print More Sell More"

To no other field of activity
does this Printer's Slogan
apply with greater force
than to Chemists' Printing



CARTONS : LABELS : ENVELOPES

Kinross

Broughton Market, EDINBURGH

DeVilbiss

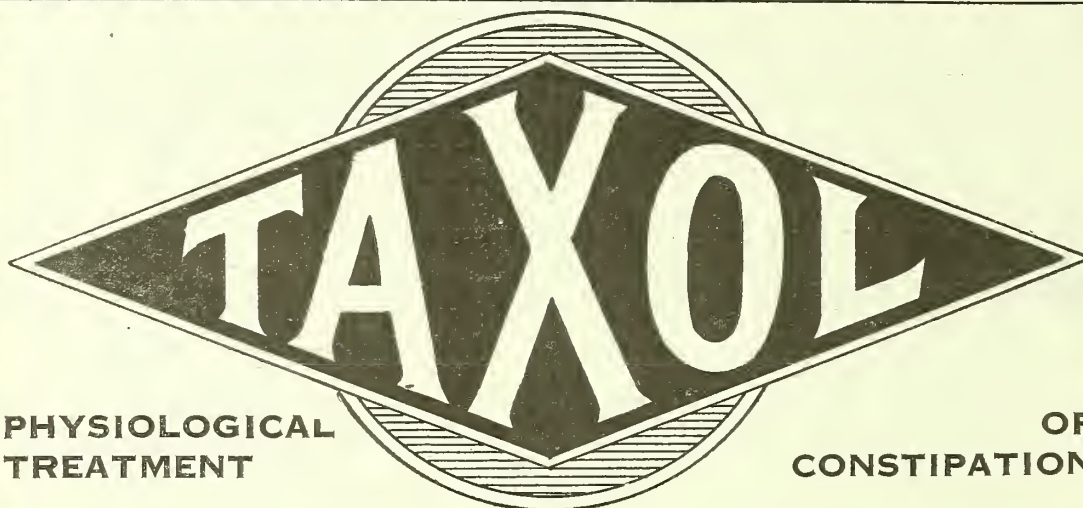
ATOMIZERS AND PERFUME SPRAYS

IMPORTANT

- The DeVilbiss Co., Ltd., of West Drayton, Middlesex, and 27 Old Bond Street, W.1, beg to announce that a merger has been arranged with the Aerograph Co., Ltd., of 43 Holborn Viaduct, London, E.C.1, and from March 2, 1931, the Aerograph Co., Ltd., became Sole Distributors of DeVilbiss Atomizers in the United Kingdom and the Irish Free State.
- This arrangement will ensure better and quicker service to all stockists of DeVilbiss Atomizers, as comprehensive stocks of all types will be held at the large new Factory and Warehouse which the Aerograph Company have built at Lower Sydenham, London, S.E.26. All types will be on view at 43 Holborn Viaduct — right in the heart of London — also at the Provincial Branch Offices of the Aerograph Co., Ltd., in Birmingham, Glasgow, Manchester and Bristol.
- Please address all inquiries for DeVilbiss Atomizers to:—

AEROGRAPH CO LTD
THE INVENTORS & PIONEERS OF SPRAY PAINTING

**43 HOLBORN VIADUCT
LONDON, E.C.1**



Its use does not lead to habit

COMPOSED OF EXTRACT OF THE INTESTINAL GLANDS, BILIARY EXTRACT,
AGAR-AGAR, AND LACTIC FERMENTS.

DISPLAY TAXOL on your Counter

FROM ALL WHOLESALERS.

PREPARED BY:

LABORATORIES LOBICA
47 AVENUE DES TERNES
PARIS (17E)

DISTRIBUTORS IN BRITISH ISLES:

Continental Laboratories, Ltd.
30 Marsham Street, London, S.W.1
Victoria 2041; and Telegraphic Address: "Taxolabs, Sowest, London"

CORNER'S OILS

The GREAT remedy for
Accidents and Animal Ailments.

Protected Retail Price - - 2/9 per bottle.

Wholesale - - - 24/- per doz.

P.A.T.A. Nett 1 month.

Carriage Paid on 3 dozen lots.

EVANS, GADD & CO., LTD., having the
sole proprietary rights in the above excellent
and well-known article, are prepared to appoint
Agents on liberal Terms.

For Window Show Terms, apply to

EVANS, GADD & CO., LTD.

REDCLIFF STREET, BRISTOL, and FORE STREET, EXETER.

THE BEST SELLING WINTER REMEDY

VENO'S *Lightning* COUGH CURE

**BIG PRESS CAMPAIGN CONTINUOUS
TO MAY 1931**

**BIG POSTER CAMPAIGN CONTINUOUS
TO MAY 1931**

**HOUSE - TO - HOUSE DISTRIBUTIONS
CONTINUOUS TO MAY 1931**

**SEE THAT YOUR STOCKS ARE ALWAYS
BIG ENOUGH TO MEET EVERY DEMAND**

**ORDER THROUGH YOUR WHOLESALE OR DIRECT FROM THE
BEECHAM-VENO CENTRAL DISTRIBUTING DEPOT, CHESTER ROAD,
MANCHESTER.**

MANY ARE DEARER
FEW ARE CHEAPER
NONE ARE BETTER

THAN

SPUN

(REGD.)

OINTMENTS

$\frac{1}{2}$ -oz. TINS — TO — TONS

IRISH FREE STATE : Tel. : HOP 2422.

Telegrams : USHENS PUNA, LONDON

SHEN WORKS

A. S. CRAIG,
17 COPE STREET
DUBLIN

ROBT. BLACKIE

168 TOWER BRIDGE RD.
LONDON
S.E.1



SUCCEEDS

Q We are pleased to announce to the Trade the spontaneous success of Staniform Brand Preparations. From every quarter we have received remarkable testimony as to the healing and soothing properties in cases of all skin ailments and wounds.

Q DOCTORS, CHEMISTS, NURSES, and PUBLIC alike are agreed that it succeeds when all else fails.

Q The result is that Sales have increased and increased—the demand is growing each week.

Q There is a big Staniform business for every Chemist.

Staniform Ointment, Lotion and Dusting Powder are obtainable from all wholesalers. P.A.T.A. terms.

May we send you our latest showcards and literature?

STANIFORM LTD. ARE TAKING LARGE SPACES IN THE NATIONAL PRESS —

Is yours a Staniform Shop?

STANIFORM LTD., CARNWATH RD., LONDON, S.W.6

ALL CHEMISTS
SHOULD STOCK

ABDINE

THE GOLD MEDAL HEALTH DRINK

Quick Seller. Big Profits. Over 50 years' Reputation.

"Abdine" is the most popular Health Drink. Perfectly safe for all ages. Made from choicest fruits, it does not contain Epsom or Glauber Salts. Year after year the sales are steadily increasing.

DUNCAN McGLASHAN LTD., ABDINE WORKS, WESTFIELD RD., EDINBURGH

"VITAMIN TESTED YEAST"

Yeast specially prepared for medicinal purposes.

GUARANTEED ABSOLUTELY PURE.

MIDGLEY & PARKINSON, LTD.,
WARREN WORKS, PUDSEY, LEEDS.

A SPLENDID SELLER!

Dr. Lalor's Phosphodyne is not a new line; it has been held in high esteem in all parts of the world for more than sixty years.

The finest remedy for **DEBILITY, NERVOUS EXHAUSTION, LOSS OF APPETITE, MALARIA, MENTAL and PHYSICAL LASSITUDE, NEURALGIA, SLEEPLESSNESS.**



Dr. LALOR'S

Phosphodyne

HOW ARE YOUR STOCKS?

Dr. LALOR'S PHOSPHODYNE LABORATORY
71 Parliament Hill Passage, Hampstead, N.W.

WHAT
GRATEFUL WOMEN
ARE WRITING ABOUT
Frenamine

"I was amazed, after suffering so long, at the relief I got."

"Frenamine Tablets are simply wonderful, the only thing that has ever given me relief. For years I have suffered terribly and often felt life was not worth living, so you can quite imagine how grateful I feel to know there is something to ease the awful pain."

"I was pleased and thankful to be able to go out instead of being in bed, as I usually am the first day."

"Frenamine gave me great relief and I shall recommend them to my friends."

"I am glad to say my daughter was greatly relieved after taking Frenamine tablets during her period."

Originals of above are available for inspection,

Frenamine

For Menstrual Pain

WRITE
FOR
SAMPLE
BOX

Frenamine is new. Different. It relieves painful menstruation, not by deadening the nerves, but by stimulating the sympathetic and smooth muscle so that the *cause* of pain is removed.

A large demand has already been created by public advertising which we want to turn over to Chemists as soon as possible. Will you write for a Free Sample Box and have Frenamine tested?

FRENAMINE LABORATORIES
99 CLERKENWELL RD., LONDON, E.C.1

Proprietor: A. M. WORTHINGTON

EVERY WINTER BRINGS AN INCREASE



in the demand
for
Snowfire

It's a case of one customer making many, where the Snowfire Tablet is concerned. This magic little tablet is a real friend to the skin in winter, soothing chapped hands, making work-roughened hands smooth and white again, softening dry, cracked lips. And the Snowfire Tablet is always so well advertised, too. Display it prominently this winter—brisk sales and good profits will result.

Snowfire

TABLET

Made by: F. W. HAMPSHIRE & CO. (1927) LTD.
Sunnydale Works, Derby.

AGENTS: India: Messrs. Siqueira & Son, 121 Fort St., Fort, Bombay.
Australia: Messrs. Salmon & Spraggon (Australia), Ltd.,
218 Kent St., Sydney, N.S.W.
Canada: A. Whitehatch Little, 807 The Wilson Building,
60 Front St., West Toronto.
U.S.A.: F. W. Hampshire Corporation, 832 Harrison
Avenue, Boston, Mass.

SHOWCARDS

WHICH HELP SALES.

WRITE

JAMES
TOWNSEND
AND SONS,
EXETER.

(London Office:—54, Farringdon Street, E.C.4.)

TWO IMPORTANT LAXATIVE FOODS

Lacto-Dextrin, a food for changing the intestinal flora, 12 oz. packings 4/-; 5 lbs. 22/-.—Psylla, intestinal vegetable lubricant, 10 oz. packings 4/-; 5 lbs. 24/-.—Both these foods are being regularly advertised to the Medical Profession throughout the year. Liberal discounts. Order through your wholesaler or write direct to:

Wholesale & Distributing Agents for United Kingdom & Irish Free State:

**COATES &
COOPER**

41 GREAT TOWER ST.,
LONDON, E.C.3.



Products of the
BATTLE CREEK
FOOD CO.,
Michigan, U.S.A.

MASON'S GINGER WINE ESSENCE

□ □ □

LIBERAL WINDOW DISPLAY
ALLOWANCE

ATTRACTIVE
ADVERTISING MATERIAL

□ □ □

Apply—

NEWBALL & MASON
LIMITED.
NOTTINGHAM

ESTABLISHED 1793,

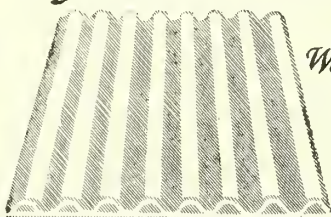
The Best and
Safest Infants'
Medicine of
over 130 years'
standing.

ATKINSON & BARKER'S
INFANTS' PRESERVATIVE

Does not
contain
any
Scheduled
Poison.

ROBERT BARKER & SON, LTD., 13 WESLEY STREET, C. on M., MANCHESTER

*Corrugated Packing
Materials Co., Ltd.*



4, Ambrose St.,
West Gorton, Manchester

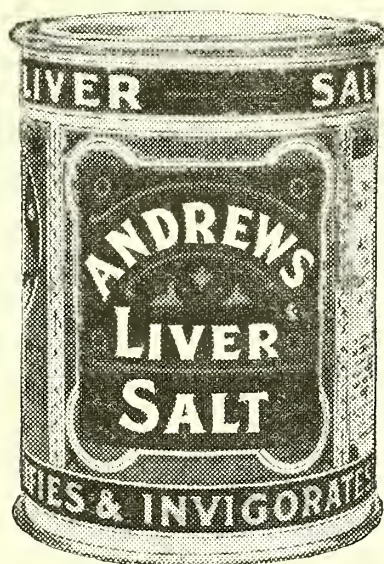
**BOXES, CARTONS,
PARTITIONS, &c.**

for all purposes.

PHONE :
EAST 0401.
WIRES :
"CORRUPAPER,
MANCHESTER."



ANDREWS



1931 BONUS

Last year Andrews Sales reached a record figure. This year we are convinced we can send them higher still. To all those who co-operate by giving displays to link up with our intensified advertising campaign we are offering a Special 1931 Bonus.

This special Bonus commenced on March 9th. If you have not yet received particulars apply at once to the address below, or to your Wholesaler.

The more frequently and the more boldly you display Andrews the larger the share you will secure of the ever-growing demand for this trusted family corrective.

SCOTT & TURNER LTD.,
GALLOWGATE, NEWCASTLE-ON-TYNE



Best sellers

The public is asking for **ZEAL** CLINICAL THERMOMETERS because they are:-

GUARANTEED TO STAY ACCURATE CONSISTENTLY ADVERTISED

Made by
ZEAL

- the name the public knows.

G. H. ZEAL, LTD.,
75 & 77, St. John St., London, E.C.1

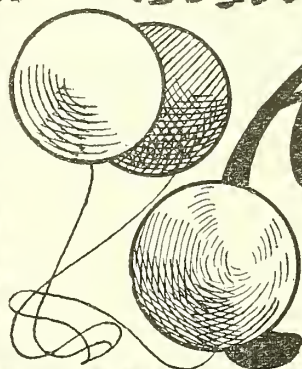


NORVIC

Reg'd

CRÊPE

BANDAGES



Advertising Balloons

A VERY EFFECTIVE
FORM OF ADVT.
SPECIAL DESIGNS
SUBMITTED.

**SQUEAKERS,
DYING BOARS,
SWANS, BIRDS,
ELEPHANTS, &c.**

WHOLESALE & EXPORT
ENQUIRIES INVITED.
WE ARE ACTUAL MANUFACTURERS

JOSEPH HARRIS & COMPANY

RUBBER WORKS, BROADHEATH, ALTRINCHAM.

"STERAID" Regd. Dressings

Patent No. in Great Britain
221761, 1924 and patented in all
the principal foreign countries.

Patent Rotating Canister packing to retain aseptic conditions. In use, only
the amount required is withdrawn and cut off. The remainder is not exposed.

GAUZE.

	Minimum Public Prices Each	Minimum Trade Prices Per Doz.
6-yd.3-yd.1-yd.		
Sal Alembroth	1/11	10 6 5 7 1/2
Sublimite	1/2	
Carbolic	7 1/2	
Boric		

	Minimum Public Prices Each	Minimum Trade Prices Per Doz.
6-yd.3-yd.1-yd.		
Plain Absorbent	1/8	10 1/2 - 7
Double Cyanide	2/-	12 1/2 - 8
Iodoform 5%	2/8	16 1/2 - 9
Picric		24 - 13 10 6 9

LINTS.

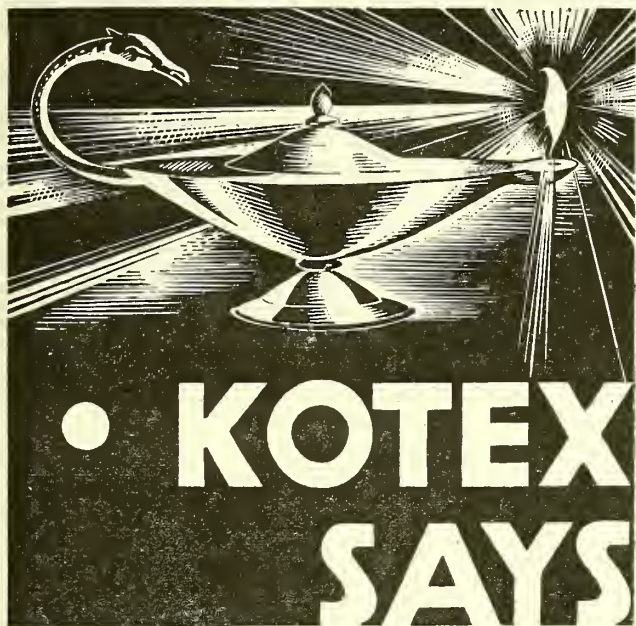
	PLAIN and BORIC.
	Min. Public Prices
2 in. wide	1/1 each
4 "	1 7 1/2 "
6 "	2 2 "
Approx. 6 yds. Plain & 4 yds. Boric	9 6 doz.

ROBERT BAILEY & SON LTD., Marriott Street Mills, STOCKPORT

Phone: Stockport 2794 and 4166.

London Office: SOUTHAMPTON ROW, W.C.1

Wires: "Undisputed, Stockport."



"It is not a question of how much a man knows but what use he can make of what he knows"

(J. G. HOLLAND.)

THIS trite quotation can equally be said of women. For of what use is knowledge unless that knowledge is used to the best advantage.

Education has brought about a revolution in the outlook of women. Among other things, it has taught them the necessity for improved hygienic methods as against old-fashioned and inadequate protection.

KOTEX—The modern way

Experience is teaching more and more women that Kotex, the improved way of sanitary protection, does safeguard health in addition to providing perfect comfort at all times.

7,000,000 women throughout the world already are Kotex users. And they procure their requirements from retailers like yourself.

This huge number is growing daily. There are more yet to come—many in your district. They, perhaps hesitate to ask you for it—even if you do keep a stock, for they might be too embarrassed to discuss such an intimate matter.

KOTEX paves the way for you

This is where our co-operation paves the way to sales for you. Our advertising has created the demand for Kotex, and women are getting accustomed to recognising Kotex stockists by their displays.

We will gladly supply you, free, with display material that will immediately raise the status of your store to that of a Kotex stockist. This recognition on the part of prospective customers will bring them to you. Careful display inside will enable your customer to purchase Kotex without any embarrassment—a factor which is remembered when she has occasion to purchase again.

That is how we co-operate with you, for it is to our mutual advantage that your number of Kotex customers should increase—and on each sale you are reaping full benefit, for Kotex have seen to it that you enjoy the best profits for selling the best sanitary pad. Write for the Kotex free counter stand and display cards, as well as the higher rate of discount that can be had for quantity purchase.

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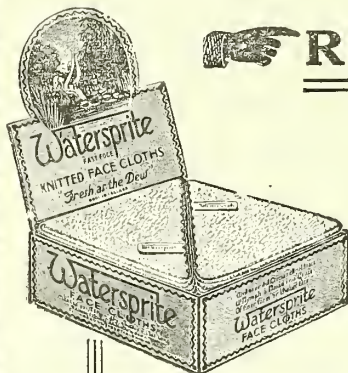


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G220.	Overlocked Assorted Colours.	Per dozen	3/6
G221.	" " " and Cross-stitched	" "	4/-
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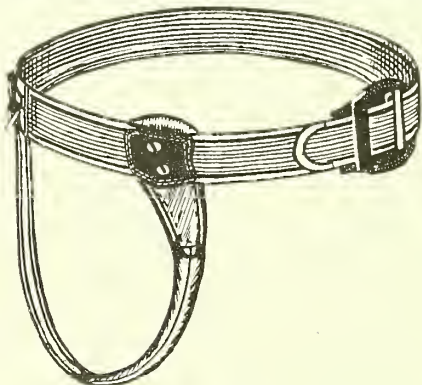
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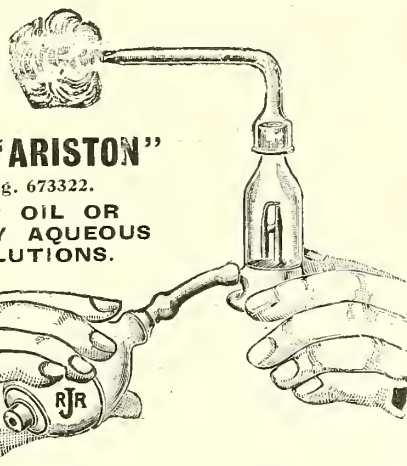
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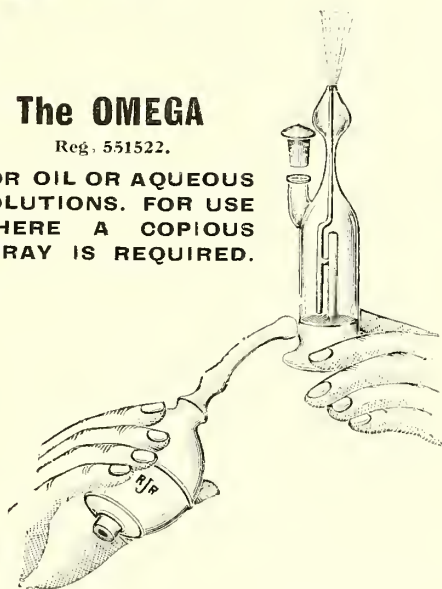
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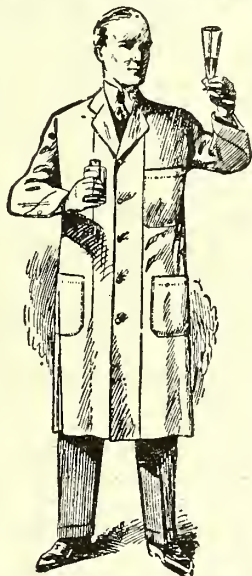
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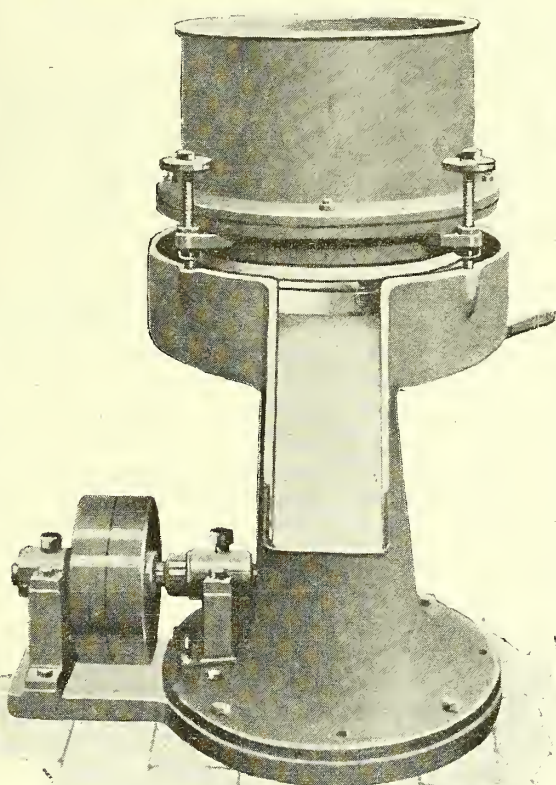
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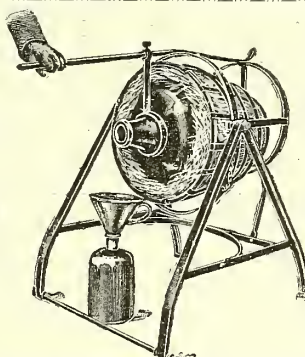
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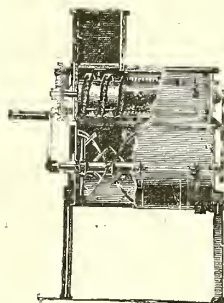
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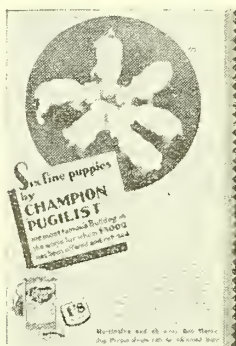
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IF you would like to take your share of the steadily increasing sales of Bob Martin's dog preparations, you will wish to have your name included in the special BOB MARTIN DISPLAY LIST.

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An occasional display of Bob Martin sales aids is all that is required to bring these dog-owners into your Pharmacy. We have decided, therefore, to compile a list of Pharmacists who wish to be kept up to date in their Bob Martin display material (much of which is topical and seasonal), and these Pharmacists will receive new sales aids immediately they become available.

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Please let us know, *without delay*, if you would like to take advantage of this scheme. For your convenience an application form has been inserted at the foot of this page.



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THE CHEMIST AND DRUGGIST SUPPLEMENT

28 ESSEX ST.
LONDON, W.C.2

MARCH 14, 1931

This Supplement is inserted in every copy of The Chemist & Druggist.

DELIVERY OF C. & D. SUPPLEMENTS

Seeing that THE CHEMIST AND DRUGGIST SUPPLEMENT cannot be posted before 9.0 p.m. on Thursdays, delivery cannot be guaranteed by first post on Friday morning. The Postal Authorities, however, use every effort to deliver by first post although the delivery must, of course, be governed by the exigencies of other postal business.

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2.—ESSEX (Suburban).—Middle-class Cash Retail Business, with N.H.I. and Kodak Agency; returns under management exceeded £1,200 last year; scope for increase under personal supervision; inclusive rent £1 weekly; long lease; price £650.

3.—LONDON, W. (Suburban).—General Retail and Dispensing Business, with N.H.I. and Kodak Agency; returns, present rate, £35 per week, under management, plus £150 per annum from N.H.I. Dispensing; double-fronted shop, well fitted and amply stocked; rent £90; sub-let £52; held on lease; price £1,250.

4.—MIDDLESEX.—Cash Retail Business; returns £2,400 per annum; double-fronted shop, well fitted and stocked; stock and fixtures worth about £1,000; rent £275; house sub-let at £2 7s. 6d. weekly; long lease; price £1,500.

5.—SURREY.—Light Retail and Dispensing Business; no N.H.I.; returns last year £1,450; gross profit nearly £500; stock and fixtures worth £600; scope for increase; living accommodation; moderate rent; lease; price for quick sale £800; partnership entertained.

6.—WIMBLEDON.—General Retail and Dispensing Business; returns £1,008; net profit £339; rent £65; sub-let £78; price £650, or valuation terms entertained.

7.—WEMBLEY.—General Retail and Dispensing Business, with Kodak Agency; returns last year £1,470, with scope for increase, double-fronted shop, well fitted and stocked; rent £135; part sub-let; held on lease; vendor willing to consider an offer.

8.—NORFOLK.—General Retail Business, with Wine Licence; established 25 years; returns approach £2,200; net profit £537; estimated value of stock and fixtures £900; living accommodation; rent £30 per annum; held on lease; price £1,500, or valuation terms entertained.

9.—CAMBRIDGESHIRE.—Mixed Country Retail Business; established 1870; present hands 25 years; returns last year £1,722; roomy shop, nicely fitted; 10-roomed house with private entrance; moderate rent; property can be purchased; valuation terms entertained.

10.—SUSSEX.—General Retail and Dispensing Business; returns last year over £2,000; net profit exceeds £500; very good living accommodation; rent £96; lease 18 years; price £1,250.

11.—BRITISH POSSESSION.—High-class Retail and Dispensing Business; established over 100 years; returns approximately £5,000 per annum, with net profit nearly £1,300, free of income tax; stock and fixtures worth £4,000; rent £132 per annum; no rates and taxes; price asked £6,000; part payment entertained.

12.—MORDEN (Near).—Cash Drug Store, with own D. & P.; returns £20 per week, increasing; lady manageress; double-fronted corner shop, fairly fitted and stocked; accommodation comprises four rooms, kitchen and bathroom; room for garage; rent £1 17s. 6d. per week; new lease would be granted; price about £400.

13.—IRELAND.—General Retail Business, with Kodak Agency; returns exceed £1,500 per annum; net profit about £440; double-fronted shop; commodious living accommodation; rent £12 per annum; lease 59 years; price all at £1,500, or near offer.

14.—SURREY.—General Retail and Dispensing Business, with Kodak Agency and N.H.I.; returns approach £2,350 per annum; gross profit £873 and net £673; main road position; living accommodation; price required for business about £1,300; vendor also wishes to sell the property, which is worth £1,500.

Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

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- 2.—IRISH FREE STATE.—Well-established light Retail, with Kodak Agency; same hands 30 years, and retiring; returns £1,529; net profit £458; audited figures; large premises; 59 years to run at ground rent of £11 18s.; electric light throughout; price £1,500; part can remain.
- 3.—PORTSMOUTH (Near).—Unopposed profitable Light Retail Business, in rapidly growing residential district; returns average £18 weekly; net profit third; modern pharmacy and house with garden and garage; price £500.
- 4.—CHANNEL ISLANDS.—Sound light Family, Retail and Dispensing Business; in present hands 36 years; returns £1,264; net profit £531; own property; lease arranged; stock and fixtures worth £600; price £900; owner retiring.
- 5.—CAMBS.—Mixed Country Retail; no heavy trade; returns, under manager, £1,400; good house and garden; roomy shop; well situated; price valuation terms about £700; freehold can be purchased.
- 6.—LONDON SUBURB, S.W.—Very profitable Family Retail and Prescribing Business, in good main road position; Photographic trade not touched; returns £1,950; net profit £750; long lease granted; owner retiring; price £1,500.
- 7.—WEST MIDDLESEX.—Good middle-class Cash Business in rapidly growing district; present returns average £1,500; plenty of scope; modern pharmacy and house, garage, etc.; well stocked; price £1,100.
- 8.—LONDON (Essex Suburb).—Death vacancy; light Cash Retail, under manager; present returns over £24 weekly, plus N.H.I.; low rent; on lease; nicely-fitted shop and fairly well stocked; price £650.
- 9.—LONDON, S.E.—Profitable middle-class Cash Retail; practically unopposed; returns over £1,000; rent only 15s. weekly clear; on lease; nicely-fitted shop; good stock; price £550 or offer.

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- (3) SOMERSET.—Turnover approximately £1,000 and increasing; good living accommodation; splendidly situated in growing district.
- (4) NORFOLK.—Old-established; average turnover approximately £2,200 per annum; net profits £500; good living accommodation; inclusive rental £48 on lease.
- (5) £100 PLUS STOCK AT VALUATION.—Owing to health trouble an exceptional opportunity presents itself for beginner to purchase business in London with good living accommodation; excellent prospects.
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- (8) NOTTS.—Turnover, £1,300; net profits, £350; N.H.I. dispensing (approximately 200 scripts monthly); lock-up shop; purchase price £250.
- (9) GLOUCESTER.—Turnover, £1,550; net profits, £530; living accommodation; rent, £64; purchase price, £925.
- (10) YORKSHIRE (BUSY TOWN).—Good family business doing over £1,000 per annum, of which income from N.H.I. dispensing is nearly £200; rent, 13s. per week inclusive; stock and fixtures recently valued, £420; purchase price £550; reason for disposing, owner must go South at once.
- (11) LONDON, N.W.—Turnover, £1,000; N.H.I.; living accommodation at present sub-let; net profits, £400; total expenses only 14s. weekly; scope for increase, and opening for optics.
- (12) MIDDLESEX.—Average returns, £1,750; good living accommodation; rent, £80; good opening for optics.
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- (14) SEASIDE RESORT (YORKSHIRE).—Drug Store; returns, £1,150; living accommodation; excellent prospects.

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- 2.—MANCHESTER.—Old-established Retail Business for quick disposal; yearly tenancy; rent £150; returns for the last 40 years average over £50 weekly; at present returns are £35 weekly; nicely fitted and good stock; Wine and Spirit Licence; living accommodation. (48)
- 3.—KENT.—Growing district; death vacancy; recently-established Retail Business for quick disposal; lease will be granted, 7, 14 or 21 years, at £78 per annum; rates low; returns £1,100, could be considerably increased; Dentist attends at surgery as side three days a week; large double-fronted shop and room at back; excellent opportunity for young qualified Chemist-Optician; price £925, or near offer. (51)
- 4.—LONDON, W.C.—Small Packing Business for immediate disposal; has been very much neglected; established 20 years; cheap rental; warehouse, office and two cellars; price, stock and fixtures at valuation. (53)
- 5.—BRIGHTON.—Main street; middle-class Business; long lease at £104 per annum; returns £1,350 per annum; stock approximately £750; price £1,000 all at. (54)
- 6.—LONDON, S.E.—Cash Drug Store for quick disposal; nicely fitted and well stocked; lease 15 years at £40 per annum; rates £30; returns £20 per week; house 6 rooms; electric light throughout; house could be let off at £91 per annum; returns could be considerably increased with N.H.I., or vendor will lease lock-up shop, 14 years at £2 per week inclusive; strongly recommended. (55)
- 7.—IRISH FREE STATE.—Retail Business; 59 years' lease; rent £11 18s. per annum; returns £1,700, mostly cash; large shop with good living accommodation; 10 rooms; electric light throughout; stock £550; price £1,500, or near offer. (56)

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We desire particularly to draw the attention of Colonial and Foreign Subscribers to the fact that in cases where they require partners, agents or assistants, or wish to sell their businesses, an Advertisement in this Supplement, placed in every copy of "The Chemist and Druggist," should be the readiest means of helping them to attain their object. The tariff for such announcements is given under the appropriate headings in the Supplement. Instructions and remittances can be sent to us direct or through the advertisers' correspondents in this country.

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CLEETHORPES.—Business for Sale in shopping centre, double-fronted shop, at low rent, doing nice turnover, rapidly increasing; beautifully fitted; suit young lady; owner retiring; cheap for quick sale. 108/35, Office of this Paper.

EAST ANGLIAN DISTRICT.—Unopposed Mixed Country Business for disposal; returns about £1,725 last year; double-fronted shop; large house; good garden, with glasshouses, etc.; rent £40; property can be bought for £200; would accept value of stock and fixtures, plus a sum for goodwill; further details to genuine buyers. 183/517, Office of this Paper.

EAST COAST.—Old-established Dispensing Pharmacy; D. & P.; growing district; owner desire change. 183/513, Office of this Paper.

GRIMSBY.—Business for Sale; main road and close to new Fish Dock; modern double-fronted shop; long lease; low rent; well fitted for qualified Chemist; good opening for N.H.I.; no opposition; owner, leaving town, must sell quick; genuine buyers only. 108/350, Office of this Paper.

HAMPSHIRE COAST.—Well-situated, good-class Business; Kodak Agency; takings £1,200; good profits; no N.H.I.; could be considerably increased; well stocked; rent £78 per annum; living accommodation; price £1,000, or offer. 110/25, Office of this Paper.

HAMPSHIRE (busy town).—Double-fronted Shop; main road; takings £18 per week; Optics approximately £6 per week; lease; excellent opportunity for keen man who can give full attention; good living accommodation; garden; no reasonable offer refused; good reasons for disposal. Apply "Lewis," 183/518, Office of this Paper.

LONDON, S.E.—Old-established, neglected Chemist's Business; returns over £500 yearly at good profits; no Panel done; good opening for it; must sell; owner leaving district; sacrifice for quick sale. Apply 111/6, Office of this Paper.

LONDON, S.W.—General Retail and Dispensing; main road; good house; low rent; returns £1,100, at good prices; scope for increase; lease 14 years; genuine offer; good reason for disposal; price about £500; further particulars at interview. 111/11, Office of this Paper.

LONDON, N.—Unopposed; in residential neighbourhood; opening for Optics; long lease; low rental; very good living accommodation; £1,200. 109/38, Office of this Paper.

MID-SUSSEX (main line).—General Retail and Dispensing Business, with Kodak and Ucal Agencies; turnover £2,450; net profit £600; stock and fixtures, £1,500; goodwill, £800; lease 17 years at £75; living accommodation; banker's reference essential. 183/514, Office of this Paper.

SCOTLAND.—Chemist's Business, large industrial town within 20 miles from Glasgow; central situation; up-to-date fittings; returns over £2,900 per annum for last 2 years; Kodak Agency; satisfactory reasons for disposal; price £2,000, or valuation stock and fittings and offers for goodwill; cash buyers only. 107/35, Office of this Paper.

SOUTH COAST.—Pharmacy, in main street; flat over (five rooms); shop well fitted, well stocked; general all-cash trade; 21 years' lease if required; Kodak Agency; turnover average £1,450 per annum; splendid opportunity; low rent; fullest investigation; £400; stock at valuation or offer. 110/16, Office of this Paper.

WEST MIDLANDS (cathedral city).—General Retail and Dispensing, with live Kodak Agency, Wine Licence; established century; returns exceed £2,000, certified; lease; living accommodation; main thoroughfare; distant opposition. Write 108/12, Office of this Paper.

WOLVERHAMPTON.—Drug Stores for Disposal; well-established business, situate in busy thoroughfare; lock-up shop and store-room; nicely fitted and stocked; electric light; gas fire; easily run single-handed; good opening for N.H.I.; on lease; low rental. Further particulars, 111/29, Office of this Paper.

YORKSHIRE (near Ilkley).—Chemist's Business for disposal owing to illness; nearest chemist 3 miles; over 600 Panel patients; splendid opportunity for right man; good opening for Agricultural Chemist; low rental; splendid fixtures. Full particulars apply Dutton, 105 Main Street, Addingham, near Ilkley.

DRUG Stores, N.W.; working-class district; densely populated; trade £15 per week under female management; no opposition; directly opposite chief panel doctor; dozens of N.H.I. scripts turned away; large double-fronted shop, well stocked and fitted; £550; 20 years' lease; unique opportunity for qualified man. 183/510, Office of this Paper.

DRUG Store, S.E.; facing main line station; corner shop; scope for improvement; thickly populated district; returns £1,100; purchaser to take over freehold property, or can have 99-year lease; good living accommodation; part premises can be let off. 109/13, Office of this Paper.

DRUG and Photographic Business; double-fronted shop, three rooms, kitchen, scullery, garden, side and back entrance; suit qualified or unqualified; great scope; rent 16s. 3d. weekly inclusive; lease granted; £150, s.a.v., or near offer; would entertain Partner. F. Lorne, Pharmacy, 37 Lennox Road, Walthamstow, E.17.

DRUG STORES, with living accommodation; half-hour from London; growing district; low rent; present owner ten years; last year's takings nearly £500; Kodak Agency; good opportunity for qualified man; price £300; well stocked; good reasons for selling. Apply 109/31, Office of this Paper.

ESTABLISHED seven years; last three years returns average just over £2,000, practically all cash; small, comfortable house; very valuable lease; main road; low rent; South Coast; easily worked and very profitable; light Retail and Dispensing; immediate possession; price £1,600. 111/18, Office of this Paper.

FAVOURITE East Coast Resort.—Chemist, retiring, wishes to dispose of two Businesses; excellent position, main street; select Drug and Perfumery and Chocolate Shops; extensive frontage; returns over £40 weekly, cash trade; immediate increase assured; price £1,500; part could remain; modern house, garden. Write, enclosing banker's reference, 110/20, Office of this Paper.

MODERN double-fronted, lock-up Shop; main road; developing position; neglected; requires close personal attention to quickly increase; present trade £17 weekly; 250 N.H.I. month; expensively fitted; cash register, safe, etc.; Post Office attached, pays rent, rates and salary; fair stock; lease; £575, all at. Mayne Woodman, 28 Inchmery Road, S.E.6.

NEWLY-OPENED Branch in West of England city to be disposed of; very reasonable terms; good opportunity for Chemist-Optician wishing to start on his own. Apply P.C.B. 34/19, Office of this Paper.

OWNERS of firm of repute dealing mainly in Contraceptives (Retail) wishing to retire, are desirous of disposing of their Business, either by sale or amalgamation with another similar concern or firm of multiple chemists; price £5,750, with long lease of present premises, or £7,000, including freehold. Apply in first instance, by letter, to Messrs. Pawley & Malyon, Incorporated Accountants, Finsbury Court, Finsbury Pavement, E.C.2. No agents entertained. Open to the fullest investigation.

RECENTLY established Business, London, E.; splendid opportunity for young, qualified to secure genuine business; returns at present about £10 weekly, with good N.H.I. connection; situated in main busy shopping centre; commanding corner position; lock-up; moderate rent; bargain price for quick sale, £200; less than value of stock; must be sold. 109/7, Office of this Paper.

SMALL SHOP in good-class suburb, newly opened; good fittings; house over; inspection invited; long lease, unrestricted; reason for selling will bear investigation. 110/14, Office of this Paper.

TENDERS INVITED.

GUY'S HOSPITAL, S.E.1.

DRUGS AND SURGICAL DRESSINGS.

THE House Committee invite Tenders for Surgical and Antiseptic Dressings, also for Drugs, for immediate and future delivery. A list of these, with further particulars and form of tender may be obtained on application to the Superintendent's Office. Tenders, duly sealed, are to be returned to the Superintendent's Office not later than March 20, 1931.

APPRENTICES.

APPRENTICE wanted, young lady or gentleman, for high-class pharmacy; exceptional Dispensing experience available. L. J. Collis & Co., Ltd., 34 St. Leonards Road, Bexhill-on-Sea, Sussex.

BUSINESSES WANTED.

BERDOE & FISH have genuine buyers wanting Businesses on the South Coast with a turnover between £5,000 and £4,000; also in the Midlands and West Riding, showing net profit between £600 and £700 yearly. Intending vendors are cordially invited to correspond. Transfer Offices, 41 Argyle Square, King's Cross, W.C.1.

M.P.S. wishes to purchase good-class Business, with long lease, in London; cash available for suitable pharmacy taking £100 to £150 weekly. Apply "M.P.S.," 109/20, Office of this Paper.

SMAALL business wanted by registered Chemist; town or village; Midlands preferred; returning say £650 to £900; Drug Store not objected to if convertible; moderate living accommodation; to ensure prompt conclusion please state lowest figure prepared to accept; prompt cash. "Senex," 111/22, Office of this Paper.

WANTED at once, a good-class Business in London or Suburbs with turnover between £2,000 and £4,000; Southern county would not be objected to; cash waiting. Apply Orridge & Co., 56 Ludgate Hill, E.C.4.

WANTED to purchase Light Retail Business, with living accommodation; fairly long lease at moderate rental; not London or North; cash up to about £600. Full particulars (in confidence), 109/4, Office of this Paper.

AGENCIES.

AGENTS and Wholesalers required for Razor Blades, in provincial towns and counties, with good connections amongst Hardware Dealers and Multiple Stores; sole selling rights given to five firms. Dawes & Ball, Ltd., Razor Blade Manufacturers, Sheffield.

MANUFACTURER desires to get in touch with Agents for, or Importers of, Wooden Chip Boxes for use in the chemical industry, pharmacy and the drug trade generally. Write to 183/506, Office of this Paper.

EXCEPTIONALLY successful selling results during the past 10 years. Gentleman, 30 years of age, at present employed by the largest proprietary organisation in the world, with proved excellent sales results, being ambitious, desires to act as Agent to one or two good houses on commission basis only; territory covered, London, Home Counties, Eastern Counties; first-class houses only considered; excellent references; prepared to open office in London and organise selling force for the whole of South of England. P.C.B. 34/8, Office of this Paper.

PREMISES FOR SALE.

WEMBLEY.—Freehold Shops, with modern living accommodation, good opening for Chemist, comprising five rooms, tiled bathroom, two lavatories, and garden, situated best position High Road, Wembley; next multiple firms; small deposit; finance arranged. Apply, on site, M. Samuels, corner of High Road and Napier Road, Wembley, or 27 St. George's Avenue, Southall, Middlesex.

PATENTS.

"PRODUCTION OF BERYLLIUM."—The owners of British Patent No. 287,734 are willing to enter into working arrangements for exploitation of the same in Great Britain. Particulars obtainable from Technical Records, Ltd., 59-60 Lincoln's Inn Fields, London, W.C.2.

PARTNERSHIP.

FRANCE (CENTRAL)—WHOLESALE.—Unique opportunity occurs for Chemist of good character, desirous of permanent occupation in perfect climate, to acquire in British-owned concern, to produce about £650 per annum, increasing, on investment £1,000; qualification unnecessary; references exchanged. Principals only reply fully (in confidence) to 109/22, Office of this Paper.

SITUATIONS OPEN.**RETAIL (HOME).**

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BARNSELY DISTRICT.—Qualified Manager or qualified Assistant, able to manage; outdoors; permanency. State age, experience, salary required to G. A. Pickering & Son, Chemists, Royston, near Barnsley.

BEDFORD Provident Dispensary and Public Medical Service. Wanted, April 1, qualified lady Assistant; must be good and quick Dispenser, capable of taking charge if necessary. Apply, stating experience and salary required, to the Secretary, 7 Harpur Place, Bedford.

BIRMINGHAM.—Qualified Manager for industrial business in good shopping centre; keen Salesman and good Window-dresser essential; salary and commission. Particulars of experience, age, salary, and when free to 108/40, Office of this Paper.

BRIGHTON.—Wanted, Junior Assistant (male) for Light Retail, Dispensing and Photographic Business; one well up in Window-dressing. State particulars as to age, height and salary; photo if possible. L. Beuhm, M.P.S., 6a Queen's Road, Brighton.

IPSWICH.—Qualified Assistant; Counter, N.H.I., and Prescribing; April 6. Age, height, references, and salary required to 109/14, Office of this Paper.

LEEDS INDUSTRIAL CO-OPERATIVE SOCIETY, LTD., require the services of a young qualified Assistant; must be smart, capable and of good appearance and address; would suit newly qualified man wishing to gain a first-class experience in very busy up-to-date city business. Applications, endorsed "Chemist" to be addressed to the Secretary, 10 Albion Street, Leeds. References, testimonials, and photo if available, should be enclosed.

LONDON, N.E.—Junior or Improver; just out of apprenticeship; outdoor. Apply by letter, sending particulars with salary required, Tabor & Cresswell, 138 High Street, Kingsland, E.8.

LONDON, N.W.—Young lady Assistant; unqualified; 25 to 30 years; working-class district; Window-dressing, Counter and assist with Dispensing. Send full particulars, stating age, experience, and salary required, to 109/35, Office of this Paper.

LONDON, N.W.10.—Lady Assistant required, unqualified, with good all-round experience. Apply, with full particulars of age, experience, and salary, 109/350, Office of this Paper.

LONDON, W.—Senior qualified Assistant required for West-End; must be quick and active; knowledge of French an advantage. Full particulars of experience and salary required to 110/22, Office of this Paper.

OXFORD.—Young, married, qualified Assistant, about 30, for new branch business in middle-class neighbourhood for beginning of April; vacant house over shop. Send fullest particulars of all experience in detail, together with photograph. Druce, Chemist, High Street, Oxford.

A.—QUALIFIED Manager wanted immediately; fully experienced. Fullest particulars to Squire, 85 Newington Butts, S.E.11.

CAPABLE Assistant of good appearance and address for high-class Dispensing and Retail; age 25 to 30 years; permanency. Photo and full particulars in first letter. 109/21, Office of this Paper.

J. K. MATTERSON, LTD., The Arcade, Bournemouth.—Wanted, immediately, an unqualified Assistant of good appearance and address, with really high-class Counter experience.

JUNIOR Assistant required for suburban business near London. Please state all particulars in respect to experience, age, and salary required. Apply Loesby-Jones, Ph.C., 16 Station Road, Chingford, E.4.

JUNIOR Assistant; April 7; Retail, Dispensing, Photographic; suit one just finished apprenticeship. "Chemist," 30 Northfield Avenue, W.13.

LADY Pharmacist required. State full particulars to J. J. Thomas & Son, 24 Yorkshire Street, Rochdale.

MANAGER required for Family business in main street of London suburb; applicant must be able to make effective displays and a keen worker; give full particulars of experience, age, height, wage required, etc.; living accommodation attached. 108/32, Office of this Paper.

QUALIFIED Manager required for branch recently opened in Portsmouth. Apply, stating age, experience, salary required, and when at liberty, 109/11, Office of this Paper.

QUALIFIED lady Assistant required for Teeside town; no N.H.I.; Light Retail business. Apply, stating age, salary required, references, etc.; photo if available. 111/33, Office of this Paper.

UNQUALIFIED Assistant wanted at once; must be energetic, thoroughly reliable, and not over 30. Apply by letter, stating age, salary required, and previous experience; enclose photo if possible. Hall, Chemist, Pinner, Middlesex.

UNQUALIFIED Assistant required immediately; age 30-35; good Salesman and accustomed to quick N.H.I. Dispensing. Apply, stating full particulars and salary required, to Austins, Ltd., 196/202 Bermondsey Street, S.E.1.

UNQUALIFIED Assistant, age about 30, of smart appearance, required for high-class Retail and Dispensing business near London; must be keen Salesman and accurate Dispenser; permanency to right man. Apply, with full particulars and salary required, 111/15, Office of this Paper.

WANTED, unqualified Assistant to manage small branch business. Give particulars of experience, etc., and wages. Wanted at once. Apply or write, Curtis's, Pharmacy, 237 Westborough Road, Westcliff-on-Sea, Essex.

WANTED, smart Junior Assistant for season; six months on the South Coast. Apply, giving age, experience, and salary required, to C. T. Cooper, The Steyne, Bognor Regis.

WANTED at once, qualified Branch Manager; efficient Window-dresser and Salesman; progressive salary and pension scheme. Apply, stating age and experience by letter only in first instance, to Pharmacy Manager, London Co-operative Society, 38 High Street North, East Ham, E.6.

WANTED, qualified Chemist to manage an established business in Lancashire, with option of buying business at valuation of stock, fixtures; a good opportunity for a suitable man; owner wishes to retire. 109/34, Office of this Paper.

YOUNG lady Assistant, 20, for Counter Sales and Counter duties only; required immediately. The Prosser Roberts Co., 85/87 Lambeth Walk, S.E.

WHOLESALE.

ESSENTIAL OILS.—Experienced man wanted for Distillation Department of London house; good opening; knowledge of Manufacture of Isolates, Synthetics and Esters an advantage. 183/509, Office of this Paper.

EXCELLENT opportunity for Representatives, with other lines, calling Chemists, Hairdressers, Stores, etc., to carry British-made Shaving Brushes; competitive prices; good commission. State ground covered and full particulars. 110/1, Office of this Paper.

EXCEPTIONAL opportunity for qualified Chemist, join small limited company manufacturing Insecticides and Vermin Destroyers; excellent prospects; clientele includes Government Departments, Borough Councils, Shipping Companies, and large Industrial Concerns; financial interest not necessary; applicant must be a good salesman and possess experience in organisation and distribution. "K. P.," 108/28, Office of this Paper.

FIRST-CLASS Representative required by old-established London house for London and occasional trips in the Home Counties, must be experienced with Drugs and Packed Pharmaceuticals; remuneration on basis of salary, commission and expenses; only those having previous experience on the road with drugs and packed pharmaceuticals need apply; the position offers scope for a really good salesman. 183/508, Office of this Paper.

JUNIOR Clerk required by Wholesale Druggists for extending invoices—must be quick at figures; 25s. per week to commence. Write, with particulars of experience, 183/516, Office of this Paper.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) **ORIGINAL TESTIMONIALS** or **VALUABLE PHOTOGRAPHS**. As can be readily understood, when an advertiser receives from 60 to 100 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

REPRESENTATIVE, with established connection and knowledge of Toilet trade, required to sell nationally advertised line for territory London to South Coast; attractive position for a real salesman. State fully, capacities, age, salary expected. 183/505, Office of this Paper.

REPRESENTATIVES required, on commission, several districts U.K. for entirely new Safety Razor Shopper of unique design; exclusive territory given to men with really established connection. * Newton Sales Co., Ltd., 39 Victoria Street, London, S.W.1.

REPRESENTATIVES wanted (commission basis) in many districts by leading manufacturers to sell remarkable new development in Health Product for Dogs; only men with established and very good existing connection amongst Chemists need apply; proposition offers unusually large scope for first-class salesmen; state exact territory covered. Write 183/512, Office of this Paper.

SALESMAN (Toilet trade).—A good opportunity for a real Salesman of personality to sell nationally advertised high-grade Toilet line on Lancashire-Yorkshire territory; candidates must be able to produce record of successful selling; an attractive position for a man who can really sell. State age and qualifications fully to 183/504, Office of this Paper.

SURGICAL INSTRUMENTS AND DRUGGISTS' SUNDRIES.—Female Assistant required, capable of assembling orders and keep stock; must be experienced. Apply with full particulars as to age, experience, and salary expected, to 183/507, Office of this Paper.

TRAVELLER required to carry proprietary brand of Razor Blades, Razors, Hair Cream, Shaving Soap, etc.; salary and commission basis; only live man with first-class references need apply. Write, stating full particulars (in confidence), to 108/22, Office of this Paper.

TRAVELLERS, with good connection amongst Chemists, Stores, etc., wanted to carry Toilets and Perfumes as additional agency; commission only. Write full particulars 109/30, Office of this Paper.

WANTED, Traveller, London district, for high-class Toilet Article; must have experience of the trade and good connections. 183/515, Office of this Paper.

SITUATIONS WANTED.

RETAIL (HOME).

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.A.A.—LONDON situation; qualified; 26; West-End and London experience; disengaged; excellent references. "Fernlea," Brynethin, Glam.

A.A.A.A.—QUALIFIED, tall, 23½, requires situation in London; all-round experience; excellent references; free March 23. 111/14, Office of this Paper.

A.A.A.—ASSISTANT; 32; first-class Salesman, Dispenser; 17 years' good all-round experience; last 10 West-End; excellent references; trustworthy; reliable; disengaged. "Cyanide," 3 Stacey Street, W.C.2.

A.A.—EXPERIENCED Assistant or Locum: Dispensing, Counter, Windows, Prescribing; energetic, trustworthy, competent. Harries, 54 Studley Road, S.W.4.

A.—CAPABLE, unqualified Assistant; 38; married; London experience; competent Dispenser, Salesman, Window-dresser; accustomed management; Locum accepted; free in a month. "Statim," 3 Beech Walk, Crayford, Kent.

A.—LOCUM; qualified; registered R.P.U.; long or short period; experienced all branches; active; excellent references; terms moderate. "S. C. J.," 54 Priory Road, West Hampstead, N.W.6. Phone: Maida Vale 8212.

A QUALIFIED Chemist, 29, as Manager; 13 years' London and provincial experience; keen, methodical, competent and energetic; sound knowledge of every department, including Display, Perfumery and Photography. "Trional," "Cranleigh," 58 Oakfield Road, Stroud Green, London, N.4.

A CAPABLE qualified Assistant, 25, disengaged shortly, desires progressive post; good experience; highly recommended Gleave, 28 Napier Terrace, Wisbech.

A CAPABLE, qualified lady, with good experience, accustomed to management, desires post in busy Retail Pharmacy. 110/40, Office of this Paper.

A CHEMIST-OPTICIAN, M.P.S., F.S.M.C., J.C.Q.O., 6 ft., young, desires change; Lancashire only; present city manager; separate experience; favourable references; wage and percentage optical profits entertained if new branch. 108/13, Office of this Paper.

A QUALIFIED Chemist, 26, ambitious, tall, good appearance, excellent all-round experience, competent and energetic, desires manage a good-class business, view to succession; free one month. 111/17, Office of this Paper.

A GE 21, Scot. unqualified, 5 years' experience, Dispensing, Counter, thorough knowledge Photographic (D. & P.), desires change; London preferred. 109/23, Office of this Paper.

A NY CAPACITY.—Qualified Chemist seeks London employment, Locum or permanent; efficient, energetic Manager; excellent references; disengaged; moderate salary. "Competent," 111/10, Office of this Paper.

A S LOCUM.—Experienced, qualified Pharmacist now booking dates. 'Phone: Mus. 4048. W. Gibson, M.P.S., 34 Hampstead Road, N.W.1.

A SSISTANT; West-End experience; good references; Counter and Dispensing; recently disengaged; Locum or permanency. Write to M. A. Birch, 69 The Lawn, Shepherd's Bush, W.12.

A SSISTANT, 26, single, disengaged, desires position in or near London; experienced Dispenser, sound knowledge of Photography, and Counter work. "Statim," 41 Westcroft Square, London, W.6.

A SSISTANT (young lady, 21), used to quick Counter trade, desires change for further experience; excellent references; Liverpool preferred. 109/3, Office of this Paper.

A SSISTANT (lady); Drugs, Toilet and Stock (no dispensing); experienced. "F. W.," 53 Chichester Road, Kilburn, N.W.6.

A SSISTANT; unqualified; 22; tall; trustworthy; West-End experience; reliable Dispenser, smart Salesman, good Window-dresser; Photographic knowledge; disengaged. "C.," 44 Turneville Road, Kensington, W.14.

A SSISTANT; unqualified; 25 years' all-round experience (London and country); middle-age; active; trustworthy. "Statim," 109/24, Office of this Paper.

A SSISTANT; unqualified; all-round London experience, Dispensing, Salesmanship, etc.; London or near; free shortly. Jones, 64 Augustine Street, Norwich.

A SSISTANT; unqualified; 29; tall; single; abstainer; fully experienced all branches, Dispensing, Counter, Photographics, etc.; capable; energetic; trustworthy; go anywhere; excellent references; disengaged March 14; salary £3 5s. per week. 110/36, Office of this Paper.

A SSISTANT, unqualified, open for engagement; quick and accurate Dispenser, splendid Salesman and Window-dresser; thorough knowledge Photography (D. & P.); highly recommended. "Altoncourt," The Vale, Chalfont St. Peter, Bucks.

B RANCH Manager, qualified, 27, desires situation; conscientious and energetic worker; accurate Dispenser; excellent sales; confidence in ability to increase takings; good references; free in one month. "Chemist," 26 Camp Road, Leeds.

C APABLE Pharmacist, 30, extensive experience, West-End and suburban trade, requires permanency as Manager; good references; immediate. "Chemist," 31 Richmond Avenue, Hillingdon, Middlesex.

D ISPENSER; 24; Counter, Photographic; excellent Window-dresser; high-class experience. "Pharmacist," 11 Harrington Square, N.W.1.

E XPERIENCED, qualified Chemist, middle-age, desires permanency; moderate salary; Midlands preferred; Partnership or succession entertained; disengaged. 111/34, Office of this Paper.

F ULLY qualified lady, good experience London and Riviera, requires Locum or season's post for summer; speaks French and a little Italian. Peters, Hotel Victoria, Bordighera, Italy.

I AM seeking a permanency! Can anyone oblige? Able to live contentedly in a small place; age 30; 6 ft.; single; unqualified; Photo, Dispensing, Counter, Window-dressing; highly recommended by present employer; country preferred, but not essential. Rankin, "Cliftonville," Woodbridge Road, Guildford, Surrey.

G ENTLEMAN, unqualified, desires post, Liverpool or North Wales; 17 years' experience; excellent references; total abstainer. First reply to 109/8, Office of this Paper.

J UNIOR Assistant (male), age 20, high-class Counter and Dispensing experience, desires change; Somerset, Wiltshire or London preferred. 108/21, Office of this Paper.

J UNIOR seeks further Dispensing experience; smart appearance; energetic; quick; careful Dispenser; not afraid of work. Moneypenny, Lligwy Street, Holyhead.

J UNIOR (male), 21 years, 5 ft. 8 in., Part I M.P.S., studying Part II S.M.C., desires situation, good-class Family and Dispensing business; London Chemist-Optician preferred, but not essential; Dispensing, Photography, Counter, etc.; free Easter or before if necessary. Apply 110/13, Office of this Paper.

L ADY Assistant (Apothecaries' Hall); 12 years' experience, Dispensing, Counter, Window-dressing, etc.; disengaged. "Kynance," Orchard Way, Sutton, Surrey.

L ADY (Hall) requires post; rather deaf; last post 5 years as Dispenser. "L. M.," 41 Augustine Street, Taunton.

L ADY (M.P.S.) requires part- or whole-time position; excellent experience and testimonials. "Pharmacist," 140 Belsize Road, N.W.6.

L OCUM, relief, Manager; "not registered"; 20 years' experience; Dispensing, Stock, Counter, Salesman, Prescriber. "G.," 130 Scott-Ellis Gardens, N.W.8.

L OCUM or part time, London, by M.P.S. (lady). "E. C.," 29 Meadow Road, Pinner.

L OCUM relief, part time; 30 years' varied experience; smart, L active, trustworthy. "Chemicus," 55 Clarence Street, Gt. Clowes Street, Manchester.

L OCUM; qualified; reliable; recommended; registered R.P.U.; long or short periods. "L.," 2 Manton Way, Galpins Road, Thornton Heath.

L OCUM or Manager; qualified; abstainer; varied experience; good Prescriber. Thomas, 37 Downs Road, Clapton, E.5. 'Phone: Clissold 9324.

M ANAGER, Assistant or Superintendent for company; London; salary £3 10s. per week; outdoors. Summers, 98 Greyhound Lane, Streatham Common, S.W.16.

M ANCHESTER OR LIVERPOOL DISTRICTS.—Pharmacist, 23, energetic, experienced, seeks change; free one month any date; interview arranged. 110/19, Office of this Paper.

M.P.S., 22, desires post in good-class Dispensing business; 5 years' experience; at liberty. "E. P. C.," 183 Kingston Road, Wimbledon, S.W.19. 'Phone: Wimbledon 5752.

M.P.S. requires permanency, Manager or Assistant; good experience, especially N.H.I. Dispensing; London preferred. Foster, 64 Falmouth Road, Newington, S.E.1.

M.P.S. wants management, or Locum or emergency post, in responsible positions of full charge; thoroughly experienced all round and up to date; total abstainer; highest references; disengaged. "Ampoule," 111/31, Office of this Paper.

P ART-TIME M.P.S., age 28, experienced Manager, wants Wednesday, Sunday and other evenings after 7 p.m.; London, N.W. or W. preferred. 105/24, Office of this Paper.

P HARMACIST, aged 25, with London and Midland experience in all classes of Dispensing, seeks position with Hospital or other institution in the Birmingham area. 109/26, Office of this Paper.

P HARMACIST, qualified, 31, married, of very wide experience (West End, Continent, Seaside, etc.), seeks opportunity to prove his ability; anywhere; Dispensing, Photographic; Toilets; free end of month; highest testimonials. Marriott, 12 Fleet Street, Torquay.

P HARMACIST-OPTICIAN, 32, wide experience, seeks post, with or without view to purchase. Davis, 133 Avenue Road, Southampton.

P OSITION IN NORTH.—Experienced in modern Pharmacy, Agricultural, Dispensing, Counter, Photographic, Prescribing; middle-age; qualified; £4 10s. weekly, progressive; liberty April 1. "Northerner," 272 Station Road, Rainham, Kent.

QUALIFIED, 39, requires permanency; 24 years' sound general experience, home and abroad; moderate commencing salary; Locum accepted. Seaton, 48 Arlington Road, West Ealing, W.15.

QUALIFIED, 28, requires permanency anywhere; excellent experience all branches. Terms, "Chemist," "Beechwood," Hungerford Road, St. Annes-on-Sea.

QUALIFIED, 25, now disengaged, requires permanency with scope for ability; experienced in all branches. "Sperling," 39 Manor Road, N.16.

QUALIFIED lady requires permanent or temporary situation; smart appearance; excellent references; all-round experience. 35 Melton Road, West Bridgford.

QUALIFIED lady desires post in a good-class pharmacy; excellent experience. Apply to Miss M. Towndrow, 39 Bernard Avenue, Ealing, W.13.

QUALIFIED, 26, capable and experienced manager, desires permanency or Locum; anywhere; highest references. Mortimer, 190 Reads Avenue, Blackpool.

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